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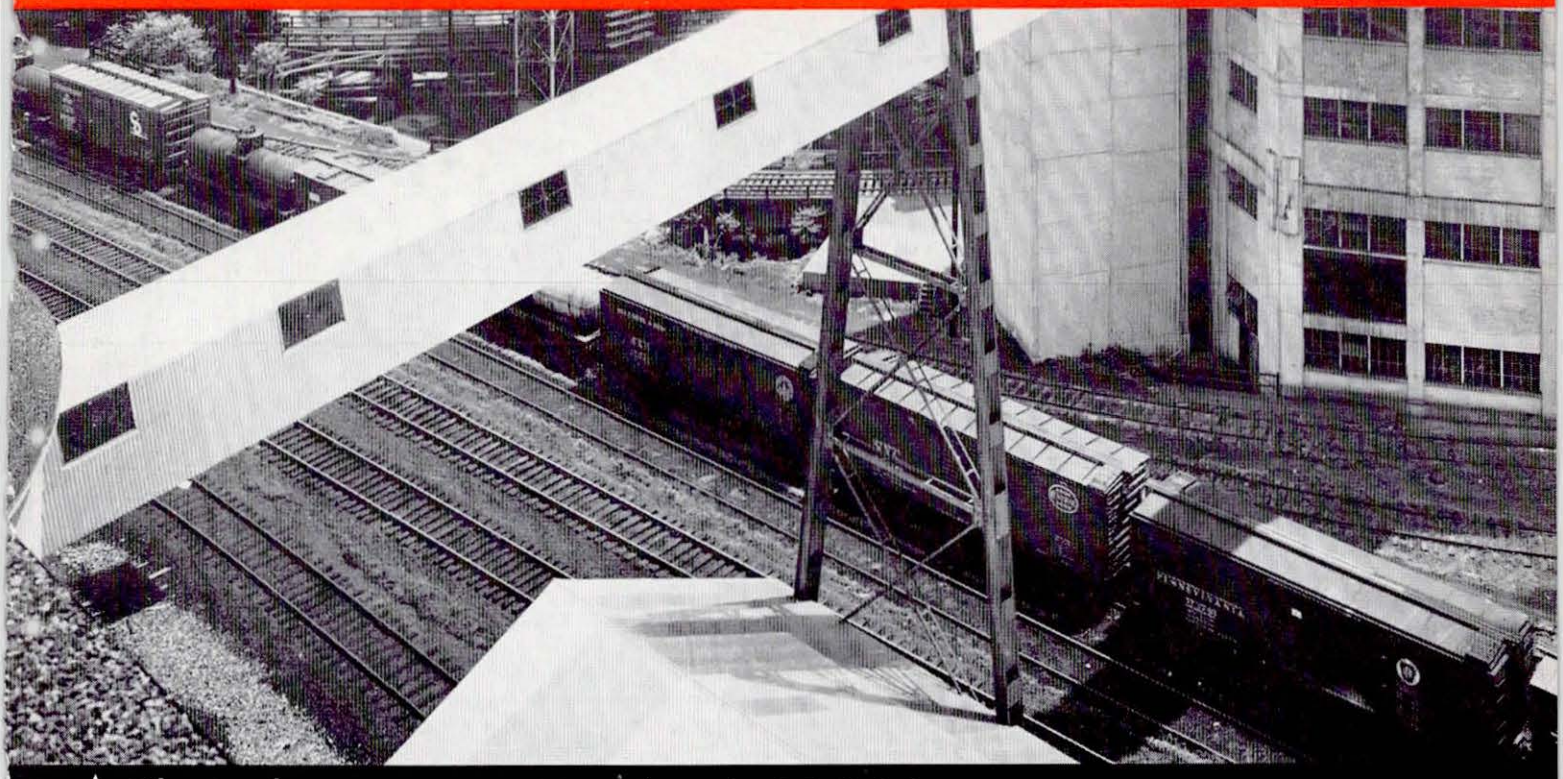
October 26, 1959

RAILWAY AGE *weekly*



↑ Chocolate story: Hershey's 11,000 cars a year

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'If I Sold Rail Service'

Traffic managers tell what they'd do

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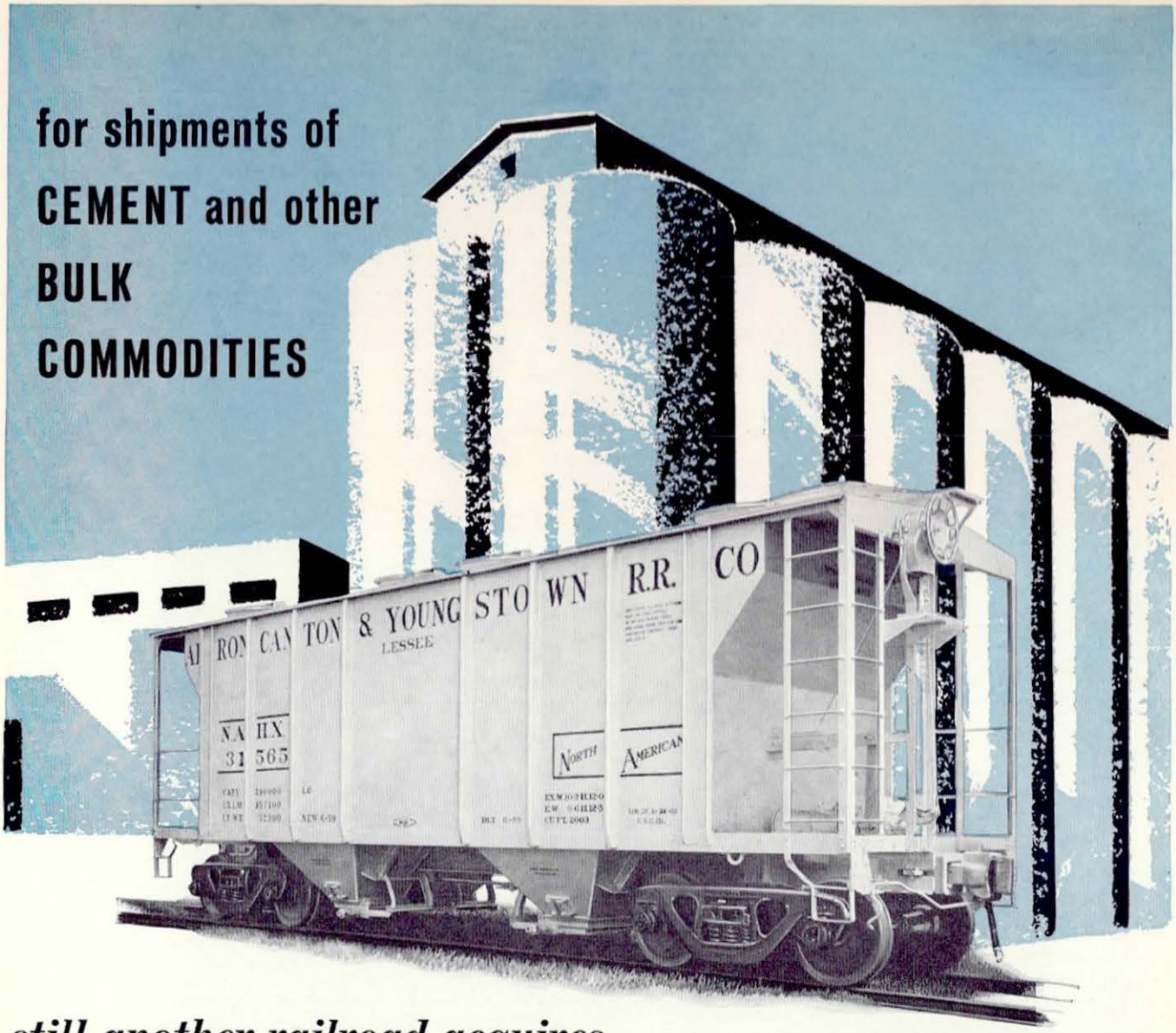

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RAILWAY AGE *weekly* October 26, 1959 • Vol. 147, No. 17

Week at a Glance

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Work-rule demands due Nov. 2 ..... p. 9

Indications are that management will seek elimination of unneeded crew positions, revision of pay standards for train crews, and modification of rigid work separation rules. A leading industry spokesman says the railroads are ready to meet the featherbedding issue "head-on."

'Rude awakening' for truckers? p.13

That's what they're in for, says Commissioner Webb of the ICC, if they expect a return to the "soft competition" they enjoyed when they were an infant industry. The new rate-making rule, says Mr. Webb, means more competitive rate reductions and "a greater respect for managerial discretion."

Cover Story—'If I sold rail service' p.20

Here's what respondents to this month's Traffic Poll think would be most likely to improve the effectiveness and productivity of a railroad sales force.

Cover Story—Hershey ships 11,000 cars a year p.28

The chocolate manufacturer's annual freight bill comes to about $9,000,000, a large part of which goes to railroads.

Cover Story—Shippers like NYC's centralized pricing p.36

They like the objectives of the railroad's new streamlined rate bureau: faster service on rate problems, and more thorough rate analysis by specialists concentrated in a single location.

N&W hotbox detection pays off p.64

Credit for the road's excellent record—1,250,909 car-miles per hotbox in the first half of 1959—goes to a vigorous program of journal box servicing and the use of hotbox detectors.

Agreed charges, piggyback reflect new psychology p.68

The "new thinking" now taking hold in the industry will have an impact on cost analysis, sales techniques and operations, Railroad Transportation Institute is told.

The Action Page—Why so wary, Mr. Allen? p.74

This country's transportation is in an awful mess. The primary cause, of course, is government's discriminatory and improvident intervention in the business. The record of the Eisenhower administration in grappling with the situation

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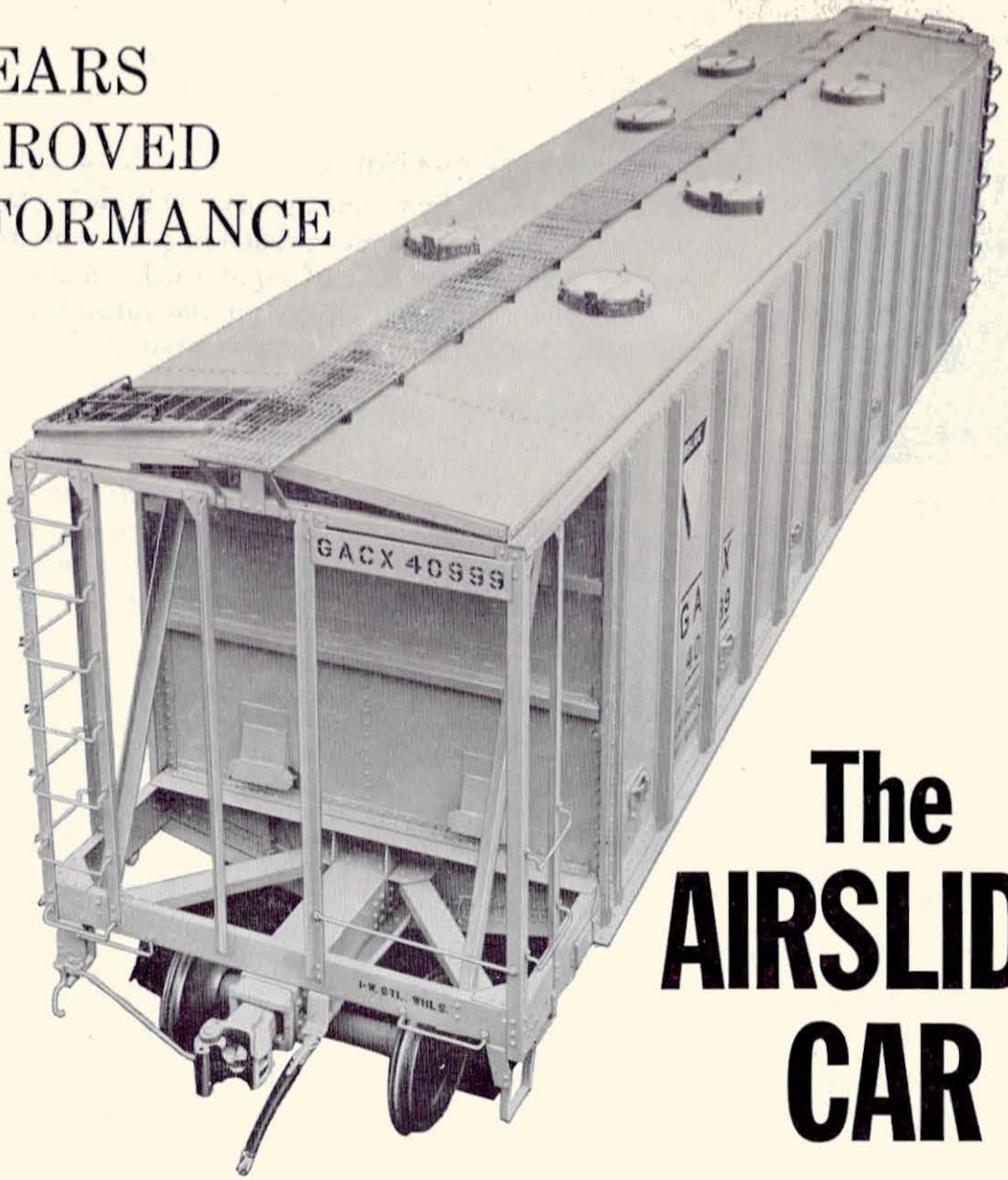

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Week at a Glance CONT.

Current Statistics

Operating revenues	
8 mos., 1959	$6,621,918,760
8 mos., 1958	6,164,653,199
Operating expenses	
8 mos., 1959	5,191,899,748
8 mos., 1958	4,983,068,163
Taxes	
8 mos., 1959	711,116,463
8 mos., 1958	589,523,718
Net railway operating income	
8 mos., 1959	502,889,206
8 mos., 1958	393,702,713
Net income estimated	
8 mos., 1959	365,000,000
8 mos., 1958	286,000,000
Average price railroad stocks	
Oct. 20, 1959 ...	105.31
Oct. 21, 1958 ...	96.19
Carloadings revenue freight	
41 wks., '59	24,436,093
41 wks., '58	23,530,223
Freight cars on order	
Oct. 1, 1959	35,626
Oct. 1, 1958	24,982
Freight cars delivered	
9 mos., 1959	29,916
9 mos., 1958	34,664

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is pretty bleak. We are still waiting for the new undersecretary of commerce for transportation—John J. Allen, Jr.—to say, and do, something to the point.

Short and Significant

Cotton Belt passenger service will end . . .

the latter part of next month. The ICC has authorized the road to make effective the abandonment notice which it filed last June under provisions of the 1958 Transportation Act. The road will drop the only two regular passenger trains it now operates—Nos. 7 and 8 between St. Louis, Mo., and Pine Bluff, Ark.

Wabash has started moving new autos . . .

via piggyback between Detroit and East St. Louis under Plan III ramp-to-ramp rates. Tariffs covering three other moves will become effective in November: Detroit-Dallas-Irving via Wabash, Frisco, MoPac and Katy, Nov. 2; Detroit-Tulsa via Wabash, Frisco and Katy, Nov. 2; and Detroit-Kansas City via Wabash, Nov. 26.

Six more roads will serve . . .

Chicago's Lake Calumet Harbor Port, now served only by the Rock Island. Overriding objections of the RI and some of its connections, the ICC has approved line-construction work and trackage-rights arrangements which will permit service to the area by the Pennsylvania, New York Central, Illinois Central, Chicago, South Shore & South Bend, Belt of Chicago and Indiana Harbor Belt. The Commission said it would be "a detriment and a hindrance to the full and complete development of Lake Calumet Harbor if it were limited to the service of a single trunkline railroad when so many adjacent railroads are available and anxious to serve the port."

A low-cost travel-sleep-dine package . . .

will be available to passengers of the Milwaukee's "Olympian Hiawatha" beginning Nov. 15. The road will honor coach tickets plus reduced space charge for berth accommodations, Chicago-Seattle-Tacoma; and coach tickets plus regular space charge for room space, St. Paul-Minneapolis-Seattle-Tacoma. Meal coupons will offer savings on the regular dining car menu ($13.75 for 11 meals on a round trip). The entire package—rail ticket, space and meal coupons—can be purchased as a unit prior to departure. Total cost of package travel, Milwaukee says, will be well below air coach cost. Travel-sleep-dine is an experiment with a six-months limit. But, Milwaukee thinks, the time has come for trains in light-density traffic territories to add a thrift-luxury combination to the safety-comfort package already offered by rail travel.

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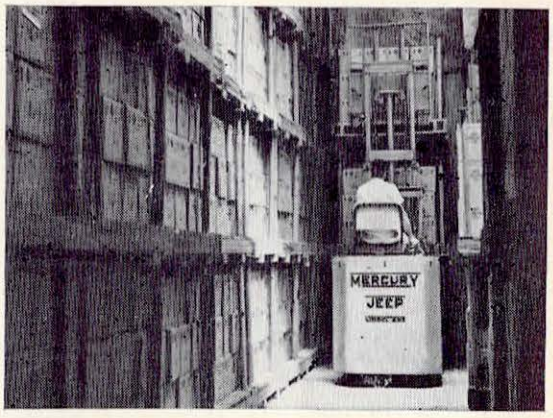

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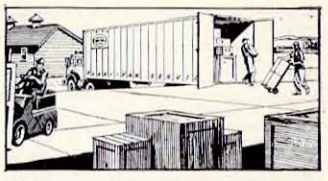


Beats trucks on long hauls. Two pick-ups or three deliveries.

Work-Rule Demands Due Nov. 2

► The Story at a Glance: By this time next week, railway labor should know precisely management's plans to slice away the economic waste produced by featherbedding. Specific proposals are still veiled—but it appears certain that the industry will concentrate its efforts on:

- **Elimination of unneeded crew positions.**
- **Revision of outmoded pay standards for train crews.**
- **Modification of rigid work separation standards.**

With expiration of the wage-rules change moratorium only a week away, management shows no indication of wavering in its determination. David I. Mackie, chairman of the Eastern Railroad Presidents Conference, put it this way: "We will make an all-out drive to end featherbedding . . . I can assure you [our proposals] will get to the very heart of this make-work and no-work blight."

Next Monday morning, Nov. 2, railroad brotherhood leaders will know the full extent of management's attack on outmoded work rules and the $500,000,000 annual waste those rules cause. At about the same time, labor is expected to produce its own rules demands—and the collision of opposing demands may produce the most difficult bargaining yet known in the railroad industry.

ERPC Chairman Mackie laid it on the line for rail labor chiefs to see last week in Columbus, Ohio. The railroads, he said, "can no longer wait . . . can no longer carry or tolerate such a dead weight of pure waste.

"So we must meet the issue head-on."

Mr. Mackie promised an "all-out drive to end featherbedding." Yet he left the door wide open for rail labor leaders to reverse their thinking and join management in seeking solutions to the problem.

The ERPC chairman pointed out that featherbedding's waste "puts pressure on prices to all consumers, helps impoverish and weaken the railroads and their essential services to the public, undermines our competitive position and ultimately the very jobs it seeks to protect.

"The featherbedding gains of a few come at the direct expense of the many. The overall work force suffers in the loss of jobs in other classifications and in the loss of higher potential benefits that greater productivity and efficiency and increased business could make possible.

"Labor," Mr. Mackie declared, "must surely realize that there is nothing immortal or sacred about work rules . . . It may be that labor's desperate clinging to featherbedding practices springs from a deep-seated fear of unemployment. If so, I can assure labor leaders that management men, no less than they, fully recognize the deep human problems involved in job losses in this industry.

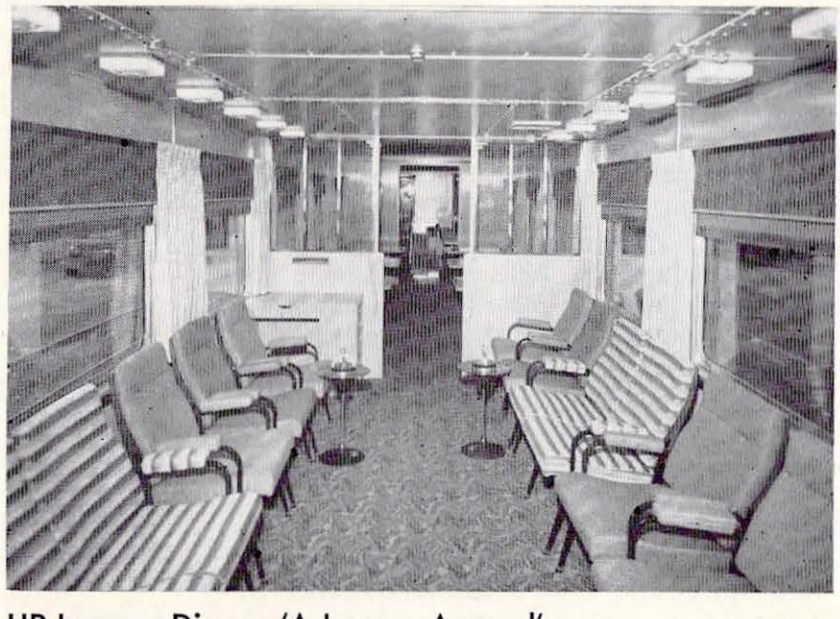
"But we think there are much more effective ways of stabilizing and, indeed, of expanding employment than stubbornly defending positions and practices that have been outmoded by technological change. In final analysis, a healthy and stable industry is the only real guarantee of stable jobs and rising wage benefits. . ."

The five operating unions—the BLE, BLF&E, BRT, ORC&B and SUNA—will be served with "a number of proposals aimed specifically at wiping out featherbedding waste in train operations . . . What will labor's answer be? The unions' reactions to every mention of this subject to date give very little reason for optimism."

Indications are that management's program will concentrate on three principal areas of featherbedding-by-rule.

Mr. Mackie described them this way:

- "The 40-year old, long-outmoded pay standard for train crews. This results in unearned 'windfalls' and cancels out much of the economic benefits of modernized motive power and stepped-up train speeds."
- "The rigid work separations—the jurisdictional walls that keep road crews from being used in yards, and vice versa, and prevent railroads from extending train runs in keeping with greater train speeds."
- "The senseless requirements for unnecessary fireman jobs and other useless crew positions on trains and



UP Lounge-Diners: 'A Luxury Appeal'

"A luxury appeal to the budget traveler" is Union Pacific's description of its new lunch counter-buffet lounge cars. Two of ten cars ordered from St. Louis Car Co. (RA, July 6, p. 28) are now in service on the "City of Los Angeles," with the balance to come by the first of the year. Partitioned into three functional sections, the cars feature a lounge at one end seating 16, a snack counter, and a six-table dining room.

work equipment."

Most serious of the three, he said, are the requirements for "unneeded crewmen on trains and self-propelled work equipment . . . The grim toll of these practices alone comes to about $300,000,000 a year."

Mr. Mackie laid to rest the charge that removal of the fireman from freight and yard locomotives would result in one-man operation, "as some labor leaders assert when raising the bugaboo of safety." Freight units, he pointed out, carry a head-end brakeman in the cab; and yard engines are accompanied by a ground crew at all times.

Moreover, he emphasized, "management has no proposal whatever to eliminate the fireman from passenger train operations."

The price of labor's make-work practices, he warned, "comes incredibly high—for the nation, for this industry and its stockholders and for all railroad employees. This is the essential fact labor must somehow see."

Thus the lines have been drawn and the issues clarified as much as they'll be until actual service of notices. After that, most observers see a march through the settlement procedures of the Railway Labor Act—mediation, possible arbitration, emergency board study and recommendation. Based on the present stands of both sides, settlement seems impossible in direct bargaining.

Conference committee negotiations may be reduced to a formality, followed quickly by a call for the services of the National Mediation Board (which has already entered cases involving BLE, ORC&B and SUNA wage demands and the non-ops' vacation-holiday demands). If mediation fails and arbitration is refused, the issue will be up for emergency board handling. Management has never rejected board recommendations; the unions have.

Compromise could produce settlement. But compromise, today, looks far, far away.

Watching Washington *with Walter Taft*

• **ENDORSEMENTS** for some parts of the railroad industry's legislative program will be in the forthcoming report of the House's Subcommittee on Adequacy of Transportation in the Event of Mobilization. Beyond such expressions of sympathetic understanding, however, the subcommittee can't do much. Its parent, the Committee on Armed Services, has no jurisdiction over needed legislation.

THE REPORT will be issued about the middle of next month. A tentative draft, prepared by the staff, is now being considered by members of the subcommittee which is headed by Representative Kilday of Texas. The report is based on the record of hearings the subcommittee held in July and August. That record includes the railroad presentation which advised that the industry's readiness for war awaits transport policy changes designed to permit the building of greater strength and capacity.

THIS WOULD REQUIRE enactment of important parts of the industry's legislative program—such as those calling for tax relief, "diversification," i.e., more freedom to operate other forms of transport, adequate user charges on public transport facilities, and repeal of IC Act provisions which leave for-hire trucking of agricultural products unregulated. Also in the subcommittee's record is PRR President J. M. Symes' advocacy of his plan for a federal equipment-leasing agency.

THE SUBCOMMITTEE'S RECOMMENDATIONS are expected to avoid the controversial diversification and user-charge issues. Meanwhile, they may well have favorable comment on the calls for repeal of the agricultural exemption, and for changes in the Internal Revenue Code to permit railroads to accumulate construction reserve funds and to fix 15 years as the maximum depreciable life of railroad equipment.

AS SET OUT in the report's tentative draft, this recommendation says these proposals should be fully explored by the ICC and given serious consideration in line with the National Transportation Policy. Since the proposals would require legislation, ICC support of such legislation would be the most effective aid the Commission could give. While it has not endorsed the construction-reserve proposal, it is already on record in favor of a 15-year depreciation term for rolling stock, and repeal of the agricultural exemption.

SYMES PLAN may get a boost from the subcommittee which understands it would be "fully self-liquidating." A likely recommendation here is that the hearing record dealing with the plan, and the report's comment thereon, be referred to the House Committee on Ways and Means. That committee has jurisdiction, and pending bills to implement the plan are now on its calendar.

TRANSPORT SUBSIDIES are expected to be treated in a brief recommendation. It will suggest only that subsidy evidence gathered by the subcommittee be referred to the Senate's Interstate Commerce Committee for consideration in transport studies it is making under Senate Resolution 29. The reference may be supported by a subcommittee finding that government subsidies in the transport field "have operated to the detriment of one segment of the industry, the railroads."

SELF-HELP ADMONITION may also be in the subcommittee's report. This would call upon the railroads to eliminate duplicate facilities by consolidations, to expand mechanization of maintenance work and station operations, to extend centralized traffic control, and to cooperate in promoting transport coordination through piggyback, fishyback, and containerization generally.

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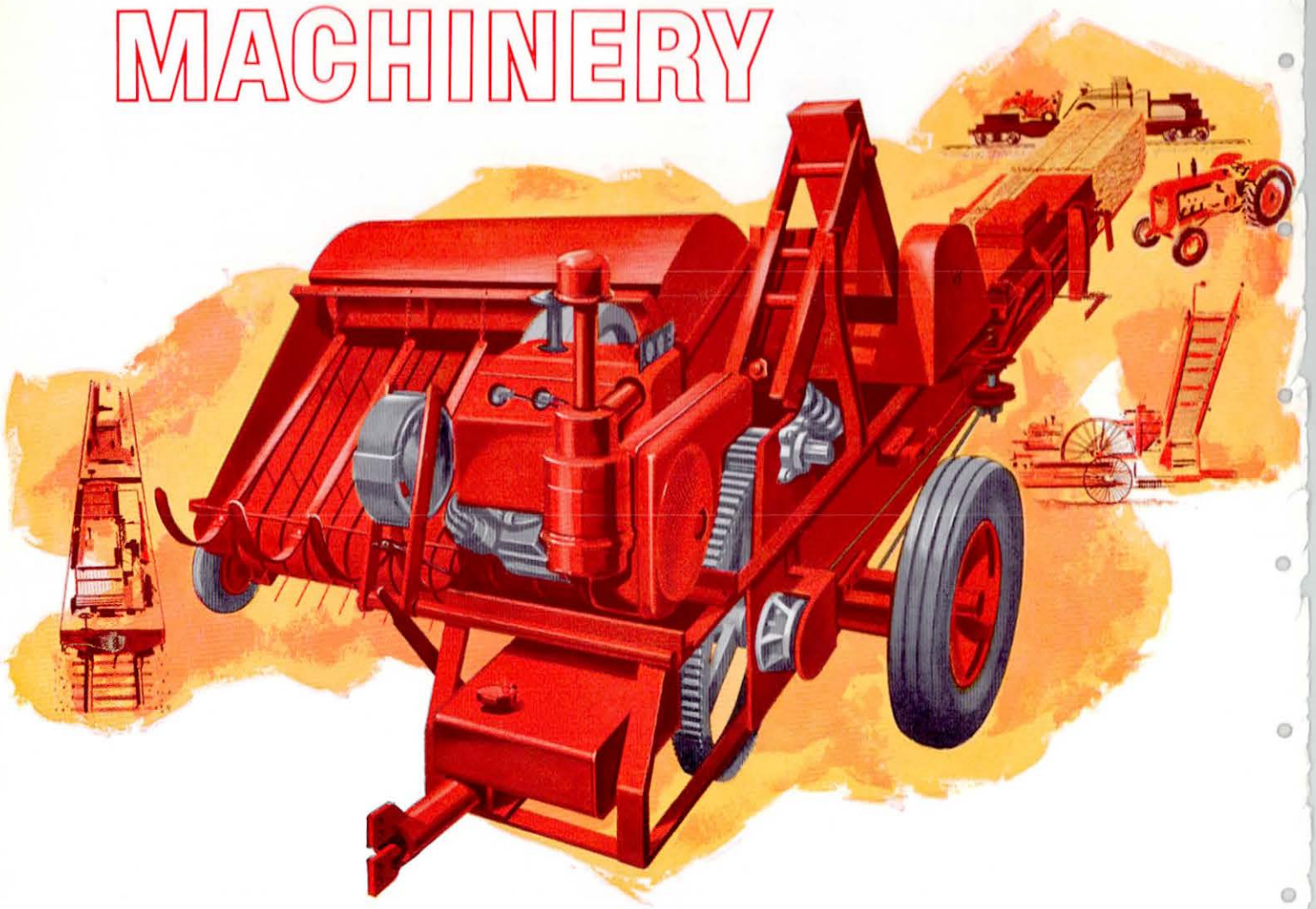

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'Rude Awakening' for Truckers?

► **The Story at a Glance: Truckers are in for a "rude awakening" if they expect a return to the "good old days of soft competition," says ICC member Charles A. Webb. The new ratemaking rule of the 1958 Transportation Act means, in Commissioner Webb's view, that motor carriers will have to "face up to the realities of an increasingly competitive marketplace" —or get out.**

He says the ICC won't publish any "talismanic formula" for resolving rate controversies. It will proceed, instead, on a "case-by-case" basis.

The trucking industry may have been pampered in the past—but it's now in for some "hard but fair competition."

That was the gist of a hard-hitting message Commissioner Charles A. Webb of the ICC carried to the Regular Common Carrier Conference, American Trucking Associations, in Los Angeles last week.

"The new competitive ratemaking rule [of the 1958 Transportation Act] is so important to the future of the industry that I hope you will forgive me for speaking bluntly," Mr. Webb said.

"The motor carrier industry has grown and prospered, not in spite of, but at least partially because of, federal regulation. If at this stage of your development you cry for an umbrella over your rates to ward off hard but fair competition, you will be acting, not like a mature industry, but like a spoiled child.

"If any of you are overcome by nostalgia for the good old days of soft competition, you are due for a rude awakening. And if any of you refuse to face up to the realities of an increasingly competitive marketplace, your company will not be represented at ATA conventions five or ten years hence. To survive in this highly competitive transportation world, you must keep your sleeves rolled up and exploit to the hilt the many inherent advantages of motor carrier service."

Mr. Webb discussed in detail section 15a(3) of the new act which says: "Rates of a carrier shall not be held up to a particular level to protect the traffic of any other mode of transportation, giving due consideration to the objectives of the national transportation policy declared in this Act."

Said Commissioner Webb: "The Congress believed, rightly or wrongly, that the Commission had not been giving the various modes of transport sufficient freedom in pricing their services; that the Commission on occasion had attempted to allocate traffic. The action of the Congress was influenced by its belief, right or wrong, that the Commission, in exercising its minimum rate powers, had at times shown a paternalistic desire to shield some carriers from the impact of fair but vigorous competition. I do not know to what extent, if any, regulation of the motor carrier industry in the past has been influenced by a paternalistic attitude on the part of the Commission. However, if such an attitude did exist in the early years of motor carrier regulation, I would not regard it as unnatural or improper. In 1935 the Commission assumed the regulation of a fledgling industry. Had I been on the Commission at that time I think I would have felt an obligation under the spirit of the law, if not its letter, to help this infant industry become a mature partner in the national transportation system. However, I hope you don't have any illusions about turning back the clock to these bygone days of regulation."

Mr. Webb said section 15a(3) "did not revive the law of transportation jungle, in which only the strongest carriers, but not necessarily the fittest, can hope to survive." But, he said:

"There is not the slightest doubt in my mind that the Congress directed the Commission by section 15a(3) . . . to permit more competition between the various modes of transportation; to adopt a more liberal attitude toward competitively inspired rate reductions; and to show a somewhat greater respect for managerial discretion."

Mr. Webb said the Commission would interpret the new rule on a "case-by-case" basis.

"The Congress put its mandate in skeleton form and trusted the Commission to add the flesh," he said. "However, the Commission is never going to issue a fat report with some talismanic formula for solving any and all competitive rate controversies which may arise in the future."

Mr. Webb—who complained last month that the ICC, in its majority report on the Paint Case, "left unanswered" the "vitally important" question of the extent to which the 1958 Act changed the ratemaking rule (RA, Sept. 14, p. 9)—went on to say: "In my judgment the Commission has a duty, not only to reach the right result in any particular case, but with each case . . . to give carriers and shippers a little better idea of where they stand."

Bradley Nash, deputy under secretary of commerce for transportation, also addressed the ATA's Regular Common Carrier Conference. He noted that user charge studies were under way "in several areas of transportation." He said user charges should not reflect an effort "to balance the advantages of one mode of transport against the other; rather they must reflect the cost of providing the services and facilities in question."

The Concrete Octopus: An ICC View

"Your [trucking] industry has grown so fast that you are naturally inclined to think that it can swell and grow and grow and swell in perpetuity. It is only natural that you should cite your progress in the past and the fantastic economic and scientific progress of the nation as positive proof that every day in every way life will inevitably become better and better. My view of the future is considerably different, but not strictly pessimistic . . . The sobering fact is that progress usually creates more problems than it solves. And unless responsible people set about solving these problems . . . our vaunted progress is, in fact, retrogression.

"In this audience, for example, there would be 100% agreement that the nation's network of streets, highways and expressways is the epitome of progress in transportation. There would be 100% disagreement with the implications of the title of a recent article in Railway Age: 'The Concrete Octopus'. . . . I do not contend that any street, or any highway, or any turnpike should not have been constructed. My only point is that it is ridiculous to sing 'Hallelujah' to the god of gasoline combustion while we choke in our five o'clock traffic jams."

—Commissioner Charles A. Webb addressing the Regular Common Carrier Conference, American Trucking Associations, in Los Angeles, Oct. 20.

EVANS DF* BOXCARS

DF-EQUIPPED

are helping

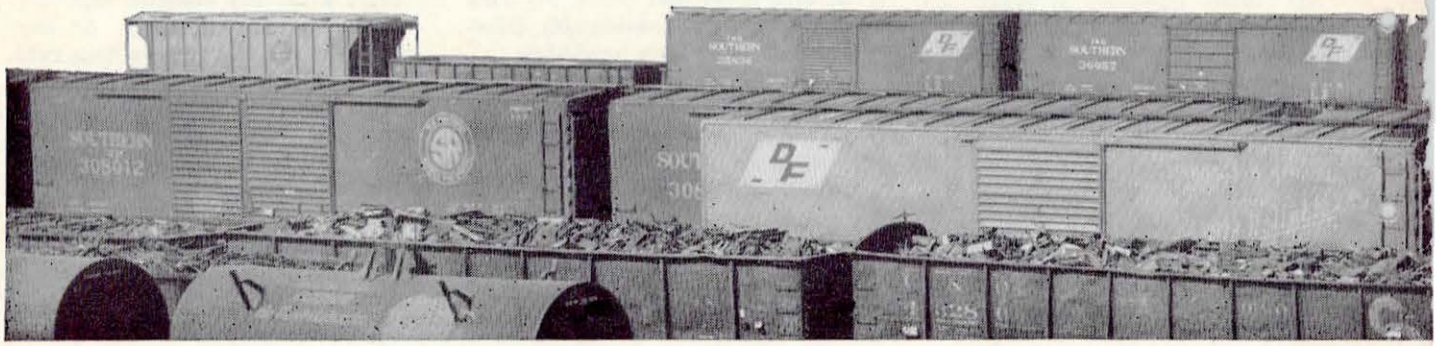
FORD MOTOR COMPANY

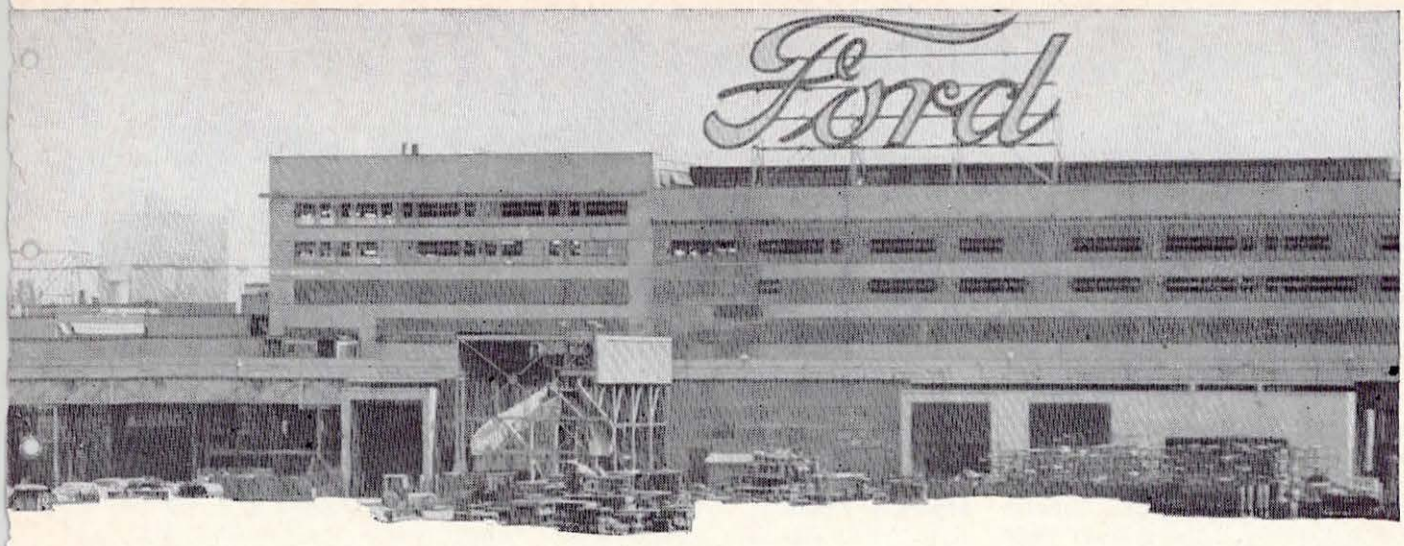
reduce shipping damage

EVANS
DF LOADER

Follow the leaders in industry . . . ship the Damage-Free DF way!

**DF is a trademark of Evans Products Company*





DF equipment permits dunnage-free shipping of parts—helps reduce shipping costs

Evans DF-equipped boxcars are used by Ford Motor Company to ship many of the sub-assembly parts and stampings used in the production of the entire 1960 Ford line, including the brand-new Falcon.

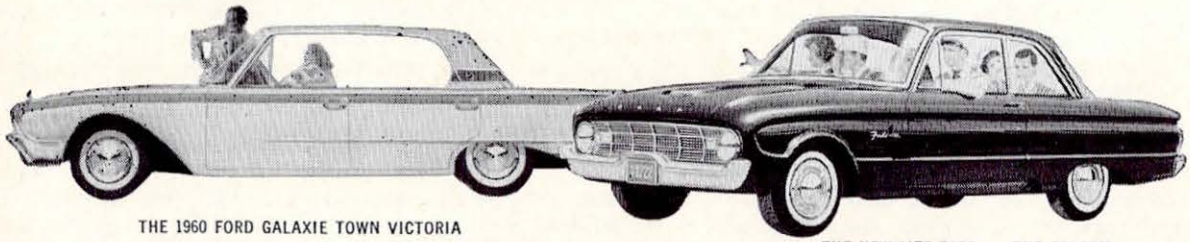
Ford began using DF-equipped cars in 1949, recognizing DF equipment as a major advance in the damage-free transit of railroad lading. Ford was one of the first to use DF equipment and has continued to increase its use of DF-equipped cars every year since.

DF-equipped boxcars lock in lading without dunnage of any kind . . . eliminate the time, labor and disposal problems inherent in strapping, blocking and bracing . . . and they are ideal for mixed or partial loads. DF-equipped cars are a snap to load and unload as compared to common boxcars. And shipping damage is virtually eliminated. These are just a few good reasons why DF-equipped cars may also be the answer to *your* shipping problem.

Fifty-three Class I railroads now own more than 39,000 DF-equipped boxcars and provide them to shippers everywhere without extra charge. Evans loading engineers, located coast to coast, are available to help railroads and shippers take full advantage of damage-free shipping the DF way. For complete information write Evans Products Company, Dept. E-10, Plymouth, Michigan.

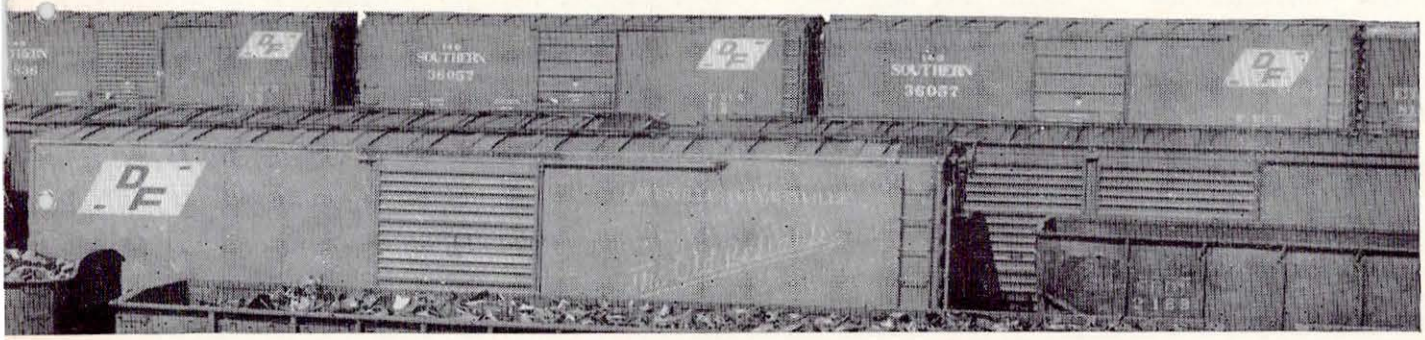
EVANS PRODUCTS COMPANY • PLYMOUTH, MICHIGAN

Ford uses DF-equipped boxcars for the safe shipment of sub-assembly parts for the entire 1960 line, including the new Falcon. DF equipment locks in lading so there is no load shifting. Permits capacity loads and multi-decking. Allows heavier loading (two cars can do the work of three). Loading and unloading are accomplished with less time and labor.



THE 1960 FORD GALAXIE TOWN VICTORIA

THE NEW-SIZE FORD . . . THE FALCON



Railroad Electrification by 1975?

Electrification of all primary railroad main lines may be just around the corner, Pittsburgh & Lake Erie President John W. Barriger told the National Coal Policy Association in Fairmont, W. Va., last week.

Mr. Barriger tacked a big "if" onto his prediction:

"If the American railroads succeed in solving their fundamental regulatory problems of overregulation so we can price our service competitively and integrate ourselves into efficient corporate units on a large scale (through consolidation), in the decade between 1965 and 1975 all the primary main lines in the U. S. will be electrified."

The technical problems that have previously stood in the way of large-scale electrification have now been solved, said Mr. Barriger. He said electrification could be accomplished for about $15,000 a track mile by utilizing "modern techniques of greatly stepped up distribution voltages, with the ignitron tube to convert to direct current on the locomotive, and with 60-cycle commercial power." Previously, he said, the cost was about $50,000 a track mile.

The economics of electrification are appealing to railroad men, said Mr. Barriger. "You can buy current at one cent a killowatt hour, but it costs a great deal more than that to generate it on a locomotive, 4 to 10 cents a kilowatt hour."

Mr. Barriger's underlying theme was "returning the railroads' fuel base to their traffic base"—i.e., coal. In this connection he also mentioned the possibility of a coal-burning diesel. He put it this way:

"A baby drinks milk before it eats solid food. It's only when engines grow up that you take them off liquid fuel and put them on solid fuel. Rudolf Diesel intended to use solid fuel, but he never got around to it. Oil was so cheap and so accessible that there was no reason to go ahead."

Railroading After Hours with Jim Lynch

LOOKING BACKWARD & AHEAD—Al Kalmbach and Dave Morgan (Kalmbach Publishing Co. and "Trains" magazine) have sent me a copy of their new big (11 x 16) illustrated book "Steam's Finest Hour"—over 100 pictures of representative steam locomotives, built in the period just before the diesel took over. There's quite a bit of explanatory text, and dimension data. Such books as this (not forgetting our own company's "100 Years of Steam Locomotives" by Walter Lucas) are bound to be welcome additions to any railroader's library—and probably something that will accumulate value as time goes on.

I ponder a handsome book like this with mixed feelings. There's certainly a big pull of interest left in those old steamers. Still, anybody who gets homesick for the past, seeing it as something more than a foundation to build upon, treads treacherous ground. Looking backward is a safe diversion only if a fellow does most of his looking elsewhere—i.e., around himself and forward.

HANGING SEPARATELY, OR TOGETHER?—Economist Eliot Janeway suggests that railroads and their unions have chosen an inopportune time to end their "productive political alliance"—in view of the close cooperation existing between truck operators and their organized drivers. "Hoffa's teamsters never have had more inside political power than now," says E.J., "and they have never used it more effectively for the competing truckers."

(He might have added that Hoffa doesn't usually put excess crews on the trucks; and drivers work a lot more than 100 miles for a day's pay.)

The rapid growth of steel imports, Mr. Janeway goes on to point out, is a serious matter for railroads and their employees—because every ton of steel brought in diverts 5 tons of traffic (finished steel and raw materials) from railroad movement. Seems to me the reasons for all people in the railroad business to stick together were never stronger than today; and for trimming down all wasteful practices.

COLLEGE BOYS ON THE RI—Regarding the summer employment of college students by the Rock Island (mentioned here last week), Personnel Vice President G. E. Mallery has sent me a list of the boys who worked on the Missouri-Kansas division this past summer. There were 44 of them on this one division, and I counted 23 different colleges that they came from. Slightly less than half of them were students of engineering or science—the remainder running the whole gamut of specialties from business administration, music, religion, through law and medicine. Some of their railroad jobs were clerical and in the shops, but the preponderant assignments were as brakemen and firemen.

Mr. Mallery says: "We get as many boys as we can who are interested in engineering and transportation—but, taking them as they come accomplishes two things: (1) gets us acquainted with boys who are interested in railroading; and (2) even when they do not continue in railroad work, they will always remember their experience, which is good for public relations."

PHONEY FREE ENTERPRISERS—The industrialists in the USA who denounce socialism—and favor St. Lawrence Seaways and toll-free river improvements and endless paving for highways and airports—have their counterparts in Britain. During the recent election campaign over there, the London Economist pointed out that an organization, described as the "staunchest defender of business against the socialists," nevertheless advocated subsidies for ships and the aircraft industry; and a big government loan for a new steel strip mill.

Says the Economist: "Britain's is a mixed economy, getting more so every day." Maybe a better term would be a mixed-up economy, the description being equally applicable to the USA. The only difference is that, in the USA, there is still one industry (the railroads) that remains completely anti-socialist and 100% free enterprise. But hardly anybody but railroaders know it.

"I am a Burlington Man"

• I'm a Burlington Freight Engineer. That's my 6000 horsepower diesel locomotive—harnessed and ready to go.

Climb up in the cab with me. Look over my shoulder as I check my signals, release the brakes, and open the throttle. Listen to the deep-throated roar of the diesels —feel their surging power. Burlington's 11,000 miles of high-speed, heavy-duty railroad serving 14 productive states, stretches out ahead of us . . . while behind us, scores of freight cars, carrying varied products, gently gather speed. *We're on our way!*

Rain or shine . . . night or day . . . winter or summer— Burlington freight trains provide swift, smooth transportation with consistent "on-time" delivery.

America needs railroads like the Burlington—contributing to the strength and unity of our nation. No wonder so many of us proudly say,

"I am a Burlington Man!"

Burlington Route

Chicago, Burlington & Quincy Railroad
Colorado and Southern Railway
Fort Worth and Denver Railway

BURLINGTON LINES • *Everywhere West*

MASONITE
PANEL PRODUCTS

IN CHICAGO, J. W. Lee (left), Southern's General Western Freight Agent, calls regularly on A. J. Larson, General Traffic Manager of the Masonite Corporation, to discuss transportation matters pertaining to the South. Our Chicago freight traffic sales and service office is one of our many off-line offices across America dedicated to helping you get—wherever you are—the best possible service on your rail shipments via Southern, to or from the South.

TALK WITH THE MAN WHO CAN HELP YOU MOST

...when routing freight to, from or within the South!

WHETHER you are in the territory we serve or hundreds of miles "off-line," there is a Southern Railway freight traffic expert assigned to your area. His job? To help shippers and receivers whose shipments involve routing to, from or within the modern, fast-growing territory served by the Southern System.

And he does his job well—for not only is he an experienced, all-around traffic man, he is also a *specialist* in shipping matters that pertain particularly to the South. This broad general knowledge, combined with his specific area "know how and know who," means real down-to-earth help for *you* on shipping matters that involve the South.

This help is yours for the asking. So next time, call on the man who knows the South and represents the modern 8,100-mile railroad that "Serves the South." He's as near as your telephone. Let him prove to you that we mean it when we say:

Your freight keeps moving on the modern Southern that serves the modern South!

SOUTHERN RAILWAY SYSTEM

October Traffic Poll

'If I Were a Railroad Sales Manager...

I'd want my salesmen to know, first, what our own company had to offer; second, what our customers needed; third, what our competition was doing. Then I'd be sure we had something good to sell.'

Proposition

As competition for freight traffic between various modes of transportation increases, many railroads are paying more attention to the training, organization and activities of their traffic sales forces. This month's Poll is the sixth (and, at least for now, the last) in a series designed in total to ascertain what shippers think about railroad salesmen and their work, and to find out if and how they think that work might be improved.

Question

If you were the traffic vice president (i.e., sales manager) of a railroad, what are the first steps you would take to improve the effectiveness and productivity of your sales forces?

(1) Make sure salesmen are thoroughly familiar with services, facilities, schedules and routes of our own and connecting railroads;

(2) See that they have all possible knowledge of their customers' businesses and transportation requirements;

(3) Keep them fully advised about services and activities of competitive modes of transport;

(4) Work toward constant improvement in our own services, so salesmen have something to sell;

(5) Provide thorough training in salesmanship—and traffic;

(6) Have our sales and rate men work together; and

(7) Suggest to shippers better ways to use rail services.

A railroad freight salesman's most valuable asset is a thorough knowledge of the services, facilities, routes and schedules which his own company and its connecting lines can offer to shippers.

Next in importance, according to industrial traffic managers answering this month's Poll, are acquaintance with the customers' business; knowledge of competition; a good service to sell; adequate training; coordinated rates; and willingness to suggest to shippers better ways to use railroads.

Mentioned additionally by two or more men were proper selection of salesmen; some means of keeping them adequately informed, especially on new or anticipated improvements in services or facilities; regular contact with shippers; proper evaluation of personnel; some sort of incentive plan; and willingness to correct difficulties.

The first point was succinctly summed up by E. J. Davis, director of traffic, Caterpillar Tractor Co., Peoria, Ill.: "Make sure the sales force knows enough about the product they are selling to really sell it." Equally brief was a comment by C. M. Naylor, traffic manager, Black & Decker Mfg. Co., Hampstead, Md.: "Make sure the sales force was familiar with our service and capable of discussing it intelligently with customers."

C. H. Vescelius, general traffic manager, American Car & Foundry division, ACF Industries, and H. R. Steffen, traffic manager, Coats & Clark, both at New York, expressed similar views in more detail. "Be sure," the former wrote, "that the sales force knows its railroad thoroughly — its physical plant—its advantages—its disadvantages—its people in various departments. Know what it can do, and what it can't, and in neither case mislead the customer. Be familiar with the equipment and services the road has, and be quick to pick up information as to what the road will need to do a better job, always keeping in mind the overall profitability of any particular customer demands."

Mr. Steffen suggested providing "opportunity to all sales personnel to view important operations of the line, such as new terminals and yards; to see types of rolling stock available; to work with car tracing and expediting sections; to be thoroughly briefed on freight schedules and through-car operations with connecting lines."

Such broad knowledge may require special training, some respondents concede; if so, they say, provide it. C. W. Baldwin, traffic adviser, Medusa Portland Cement Co., Cleveland, suggests, for example, "a program to provide better informed representatives." J. L. Tompkins, traffic manager, Virginia-Carolina Chemical Corp., Richmond, Va., would institute a training program "to insure that sales representatives have knowledge," especially of rate matters. And J. J. Sheehan, TM, C. C. Moore & Co., San Francisco, would "give his salesmen a refresher course on services of the railroad; who its connecting carriers are; the routes which afford the fastest times, the next fastest, etc." This "honest information" should "most always" be part of their solicitation.

On the second point—knowledge of customers' needs—the most detailed statement came from T. C. Hope, GTM, Montgomery Ward & Co., Chicago: "Require salesmen to learn all about the shipping factors of each client, i.e., origins and destinations, commodities shipped, volume and frequency of movement, current routing patterns, rates applicable and competitors' rates, time in transit and competitors' service, who controls the routing, etc."

"Thoroughly analyze the users' problems," says M. I. Adams, traffic consultant, Cutler-Hammer, Inc., Milwaukee. "Know the customer's products, distribution area and methods, volume," N. C. Zollar, general traffic manager, Lincoln Electric Co., Cleveland, adds. In a concurring opinion, B. O. Hogan, traffic manager, Orange Products division, Sunkist Growers, Ontario, Calif., says: "Have the salesman learn all he can about the customer's business before he makes a call, so he can talk intelligently."

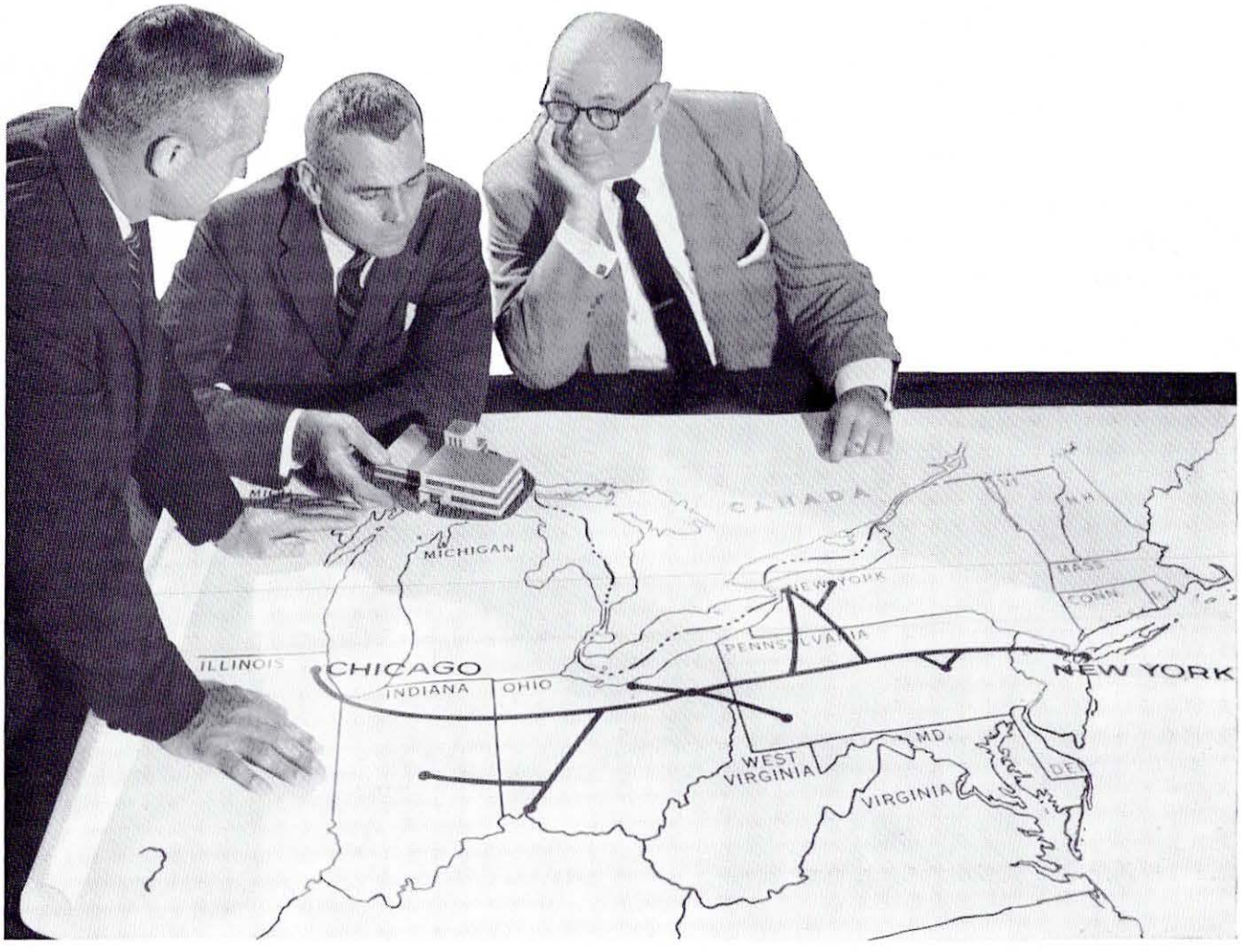
Knowledge of this sort, too, might require special training, some men recognize, but they think it would be justified. "Set up a program for salesmen to survey shippers' transportation

(*Continued on page 25*)

WHEN PLANT LOCATION IS YOUR PROBLEM

an Erie customer service team

is ready with the facts for you



When you need facts about new plant sites for your company, that's the time to call on another important Erie **customer service** team—the men of our Industrial Development Department.

They have—or they'll quickly prepare—information you need about any location in the industrial area served by the Erie Railroad. They will work with you to help select the location that best meets your company's requirements. They can give you facts on taxes, labor supply, availability of water and utilities, housing and recreational facilities, accessibility of markets or sources of supply, and other vital facts. And they'll help you arrange any special facilities you need to coordinate Erie's dependable rail service with your operations.

These Erie specialists, along with those of every other department, welcome the opportunity to demonstrate Erie's complete **customer service**—the brand of service we think is essential in providing the ultimate in efficient rail transportation. To enlist their help on your plant location problems, call or write: D. M. Lynn, Asst. V. P., Industrial Development, Room 521, Midland Bldg., Cleveland 15, Ohio.

ERIE

...symbol of dependable customer service

Erie Railroad

Dependable Service For The Heart Of Industrial America

A Factual Report on COBRA* SHOES

based on a personal interview with Mr. Walter Kresge, General Superintendent, Pittsburgh & West Virginia Railroad Company

What does railroad management think of COBRA SHOES after some four years and 200,000,000 (200 million!) vehicle miles of service? That's the question . . . and while we folks who make COBRA SHOES, and have been continuously testing them under almost every conceivable condition of service, might think we know the answers, we learn something new almost every installation about these truly revolutionary brake shoes. But, to let you hear direct from a man who is in a position to observe the actual in-service performance of COBRA SHOES, we sent R. A. Mitchell, our representative, out to the Rook Yards of the Pittsburgh & West Virginia Railroad Company (near Pittsburgh) to interview Mr. Walter Kresge, General Superintendent. Mr. Kresge is the superintendent of both the Operations and Mechanical departments.

Mr. Mitchell: We understand that your yard locomotives are all equipped with COBRA SHOES.

Supt. Kresge: Yes. But our yard locomotives are *also* our road locomotives, so the fact is, all locomotives in service on the Pittsburgh & West Virginia Railroad are 100% COBRA SHOE equipped. We also have COBRA SHOES on our officials' cars.

Q. How long have you been using COBRA SHOES? And what prompted your Line to try them?

A. Our first unit with the COBRA SHOE went into service June 12, 1958. We decided to try COBRA SHOES after hearing about the good results other railroads were obtaining with this modern composition shoe. And, since we wanted to get away from welding up flat spots, we put your COBRA SHOES on all of our locomotives.

Q. Your COBRA SHOE-equipped power has probably been in service long enough now to draw some conclusions. Would you care to tell us exactly what you think of them?

A. Yes. I have no reservations about your new product. COBRA SHOES are the answer to a lot of problems for a Line like ours. You see, our road power operates over grades which definitely present a problem in braking.

Our COBRA SHOE-equipped locomotives, in constant yard and heavy road service, have averaged 75,000 miles between wheel turnings, which is well in excess of our former experience. *And, to date, we have not had a single case of thermal cracked wheels.*

Furthermore, our Line is a curvy one. Straightaways on the Pittsburgh & West Virginia Railroad are probably not longer than 1½ miles. This provides a good test of flange wear. With COBRA SHOES there is less flange wear—wheels maintain better contour—and wheels last longer.

To sum up, our experience with COBRA SHOES has been highly satisfactory. As far as the Pittsburgh & West Virginia Railroad is concerned, COBRA SHOES have eliminated thermal cracking and flat spots. We are getting four times the shoe life we did with our old type shoes. And wheels retain their standard contour for much longer periods.

Mr. Mitchell: Thank you, Mr. Kresge. You sound most enthusiastic about COBRA SHOES. Is there anything you'd care to add to your foregoing comments?

Mr. Kresge: Only to remind anyone considering COBRA SHOES that they introduce an entirely new concept in braking and, as with anything new, they require an educational approach on the part of the Road Foreman and Engineman. *Be sure these important men understand just what these new shoes can do.* To get maximum advantage, I also recommend that when applying these shoes to Road Power, that all units of a locomotive should be equipped at the same time.

**Registered U.S. Trademark*

That's it . . . and we think you'll agree that Mr. Kresge's comments have been helpful. But, almost every installation or application of COBRA SHOES is different. *Know what you want to do before you do it.* The situation prevailing on one railroad may not exist on another. But, we have accumulated a wealth of information which may exactly match conditions on your Line. At any rate, regardless of the type of equipment you operate or the conditions under which you operate, you can almost assuredly use COBRA SHOES to reduce or eliminate thermal cracking, worn flanges and flat spots. We will be glad to answer your inquiries . . . in person, if you prefer.

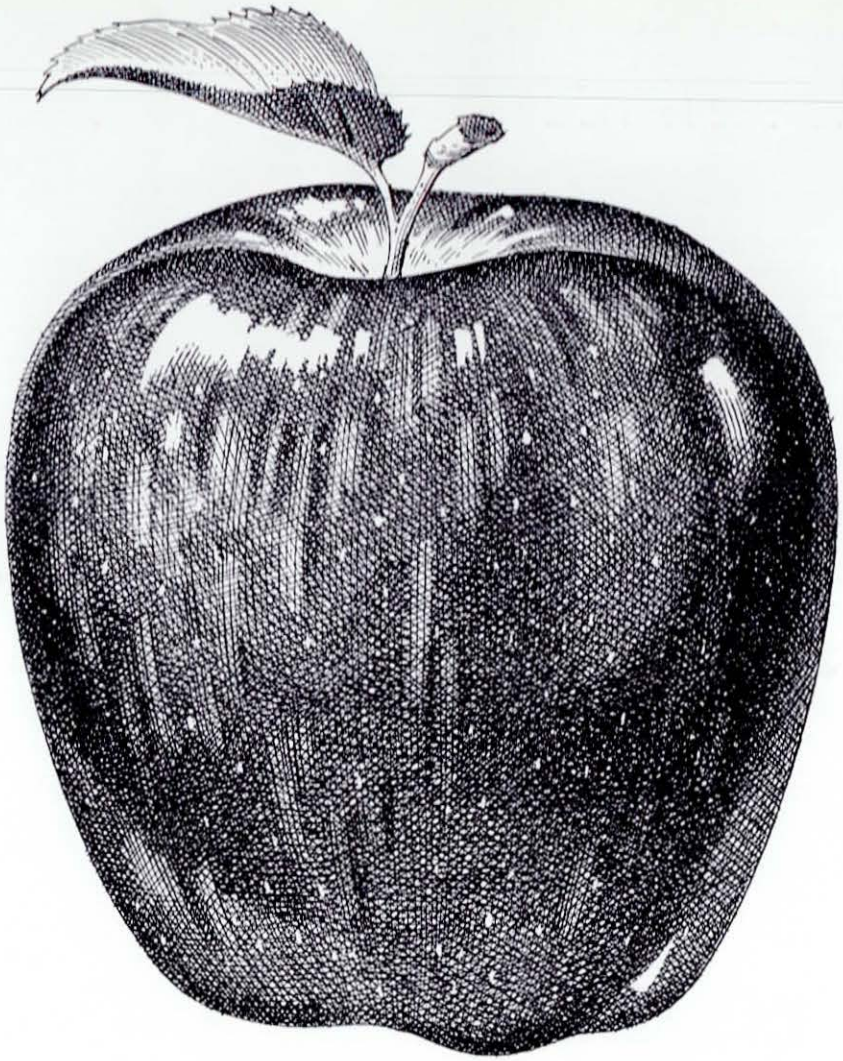
COBRA SHOE installations are growing in number and volume. 97 railroads have such installations—16 more have shoes on order. Total units involved are 5313, consisting of 3585 freight cars, 698 passenger cars, 561 subway cars and 469 locomotives. Cumulative data on all types of service, totaling 200,000,000 vehicle miles, parallel Mr. Kresge's experience of four times the shoe wear and greatly extended wheel life.

The COBRA SHOE . . . a product of the combined research facilities of

WESTINGHOUSE AIR BRAKE COMPANY
Specialists in Braking

JOHNS-MANVILLE CORPORATION
Specialists in Friction Material

RAILROAD FRICTION PRODUCTS CORPORATION *Wilmerding, Pennsylvania*



Attention Apple-polishers!

A new Washington crop, bursting with flavor and health, is on its way to you

Early Autumn is one of our happiest seasons, for it is then we haul from the Wenatchee Valley of Central Washington the first of a new crop of wonderful apples, famed the world over for flavor perfection.

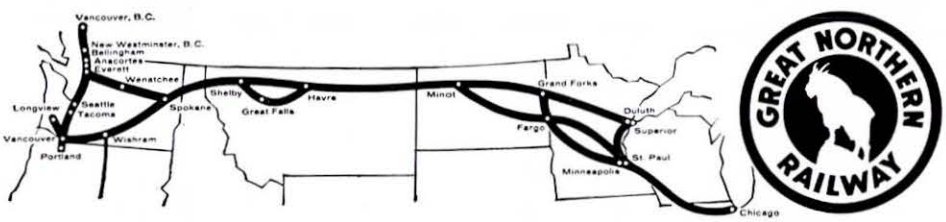
Since early Spring, when the valley exploded into bloom, we've watched the fabulous orchards—and every time we have come highballing down out of the Cascades we've seen another year's apple crop coming closer to harvest color.

When the fruit has been picked, graded and boxed, it's Great Northern's turn—to load refrigerator cars (properly cooled or warmed, depending on outside weather) and hurry these superb apples to you.

We've had a wonderful partnership through the years with the apple-growers in the Wenatchee region. We welcome the responsibility of taking their perishable produce to market—and believe they like having us do the job.

Step into your food store now and through the Winter for Washington apples, delivered fresh because of Great Northern Railway's transportation "know how".

P.S. Does your product move to market in boxes? Is it perishable? Does it require refrigeration or other special care? It will go great on Great Northern. Address your questions to *G. D. Johnson, General Freight Traffic Manager, Great Northern Railway, St. Paul 1, Minnesota.*



Offices in principal cities of U.S. and Canada

problems," says W. C. Pine, TM, DeLaval Separator Co., Poughkeepsie, N. Y. "Institute a training program so salesmen would become familiar with rates, classifications and characteristics of shippers' products," says Howard Pollen, traffic manager, P. Ballantine & Sons, Newark, N. J. And Mr. Vescelius suggests training a sales force "to think what must be done to keep present customers and gain new ones." Also, he adds, "have 'a nose for news' —dig up what is about to happen, so your railroad may be in position to meet the changing situation."

A close third in the overall ranking is what August Heist, traffic manager, R. J. Reynolds Tobacco Co., Winston-Salem, N. C., calls "knowledge of competitive service available to customers." This point is especially emphasized by L. J. Rowley, manager, traffic and transportation for Lockheed Aircraft Corp., Burbank, Calif., and J. J. DeLaney, director of transportation, American LaFrance division of Sterling Precision Corp., Elmira, N. Y. "Each member of the sales force," Mr. Rowley writes, "must learn as much as possible about his competition." "To intelligently sell their service," Mr. DeLaney says, salesmen "must be acquainted with the actual—not promised —services of their competition." J. D. Paul, secretary-manager of the Seattle Traffic Association, "Would have every sales representative fully advised of the services and schedules of all competitors—rail, motor, water." Fred Ainsworth, traffic manager, Husky Oil & Refining, Ltd., Calgary, Alta., agrees that "full information on what competition has to offer" is essential if a salesman is to "be able to counteract with alternatives."

Ralph E. Covey, TM, American Sugar Refining Co., New York; H. A. Archambo, director of the Minneapolis Traffic Association, and R. J. Tyler, GTM, Tube Turns division of Chemetron Corp., Louisville, all suggest more research into competitive situations. Then, says Mr. Tyler, "take necessary steps to regain the railroad's share" of such traffic.

Fourth in importance—hard on the heels of competitive knowledge—traffic men ranked "a service worth selling, i.e., one that's prompt and continuously efficient" (J. J. Winzenreid, GTM, Devoe & Reynolds Co., Louisville). "Have something to offer shippers," advises A. M. Cloninger, general traffic manager, Longview Fibre Co., Longview, Wash. "Become competitive in service (especially as to delivery time) as well in price," is the word, in almost identical language, from H. W. Oliver, general traffic manager, Noland Co., Newport News, Va., and from R. F. Porter, purchasing agent and traffic manager, Barreled Sunlight Paint Co., Providence, R. I.

Mr. Zollar thinks railroads should sell service "only to the extent the operating department can perform"; and Mr. Hope says the operating department "should recognize the growing seriousness of 'negative thinking.' Its attitude of looking at operating cost control as a prime factor, rather than aggressively seeking better than merely competitive service, is continually leading to diminishing sales, relative to the potential."

The question of service versus sales also drew a couple of lengthy comments from men who based their entire reply on it.

One was Frank J. Gill, traffic manager, Oxford Paper Co., Portland, Me.; the other, A. H. Wilson, manager, Great Falls (Mont.) Shipping Association. Traffic men, Mr. Gill says, need "the same stature" in management that operating men enjoy. "They sell service—and, without warning, what they sold is knocked galley west by some operating directive. This no doubt saves money, but it loses a great deal of good will. A consistent service would have to improve the effectiveness and productivity of the sales force."

Mr. Wilson expresses much the same idea in his statement: "A traffic vice president should first make certain his railroad is giving good service as to transit time and delivery of shipments without loss or damage. Then his salesmen have something to sell."

Other respondents point out that the knowledge which a salesman must have [of his company, his customers, his competition and his product] can be acquired only through training—and the necessity for such training was ranked fifth in Poll replies. "Educate them on operations and freight rates; train them thoroughly on the questions industrial traffic managers will ask," suggests J. D. Dawson, general traffic manager, Norton Co., Worcester, Mass. "Institute a training program . . . teach them aggressive selling," agrees Mr. Pollen.

H. T. Reed, director of transportation, Line Material Industries, McGraw-Edison Co., Milwaukee, goes a step farther: "Establish an intensive sales or marketing training program . . . If necessary, hire a sales training director, or use services of recognized outside sales consultants." So does E. A. Winter, traffic manager, Reserve division, National Sugar Refining Co., Reserve, La. "Pay," he suggests, "the tuition of employees taking recognized courses in transportation, and reward completion of such courses." Then, he adds, follow up the training with periodic staff meetings—possibly including talks on "how to approach shippers" by "outstanding industrial traffic managers." H. E. Weldgen, traffic commissioner of the Lima, Ohio, Association of Commerce, is another respondent who sees staff meetings as a valuable training tool.

Rates took only sixth place in the Poll—and most of the comment on them indicated less concern with their actual level than with the wide gulf which, earlier Polls also have indicated, seems to exist between field salesmen and office rate-makers. J. H. Wright, traffic manager, Spencer Kellogg & Sons, Buffalo, N. Y., and Virginia-Carolina Chemical's J. L. Tompkins repeat the idea which has cropped up so frequently in the current Poll series —that rate officers (and "top operating men") should support local freight representatives by making more calls with them.

Seventh and last point to receive major mention by more than one or two traffic managers was the necessity of helping shippers whenever possible. "Try to find out the needs of your customer, and try to be helpful," was the statement made by J. A. Foley, traffic manager, American Furniture Co., Denver, Colo. "Suggest more efficient and more economical ways to use rail service," was how Mr. Pollen put it.

In more detail, John Mitchell, traffic manager for Dupont of Canada, at Montreal, wrote: "Salesmen, in approaching shippers, should take a leaf out of the insurance salesman's book, who, instead of selling insurance, advances a complete program. The transportation sales force should approach the traffic problem from the point of view of assisting and improving the production and sale of his client's product, his tool being transportation service which his company has to offer. To make this work, he must have a broad and comprehensive knowledge of his own organization with respect to both rates and service, including any problems or shortcomings; must encourage the commercial traffic manager to discuss how his traffic problems relate to production and sale of goods; must be able to assist with advance planning."

"With this approach," Mr. Mitchell concludes, "I would hope to develop a greater degree of objectivity, a realization of situations and problems otherwise overlooked, and greater mutual effort towards the ultimate goal, i.e., improved production and sale of goods through more efficient use of transportation facilities."

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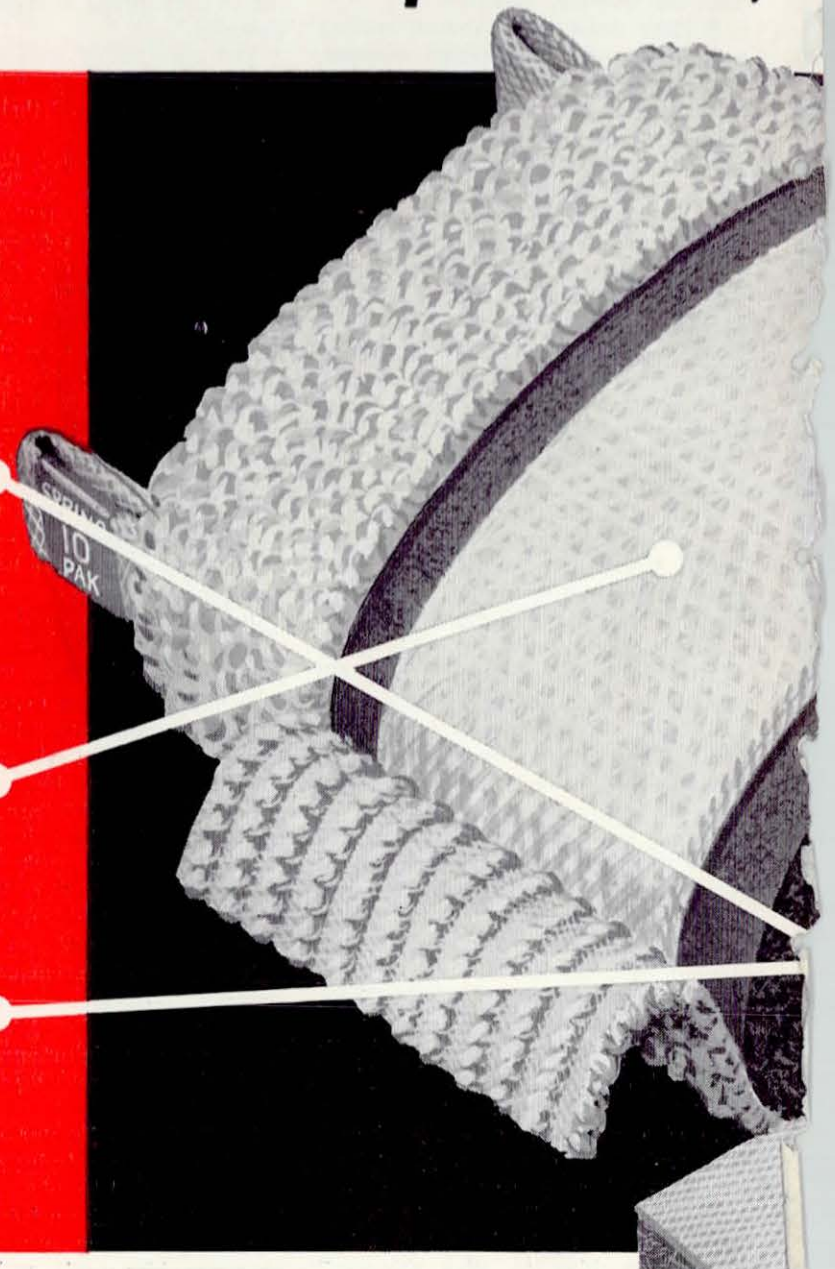

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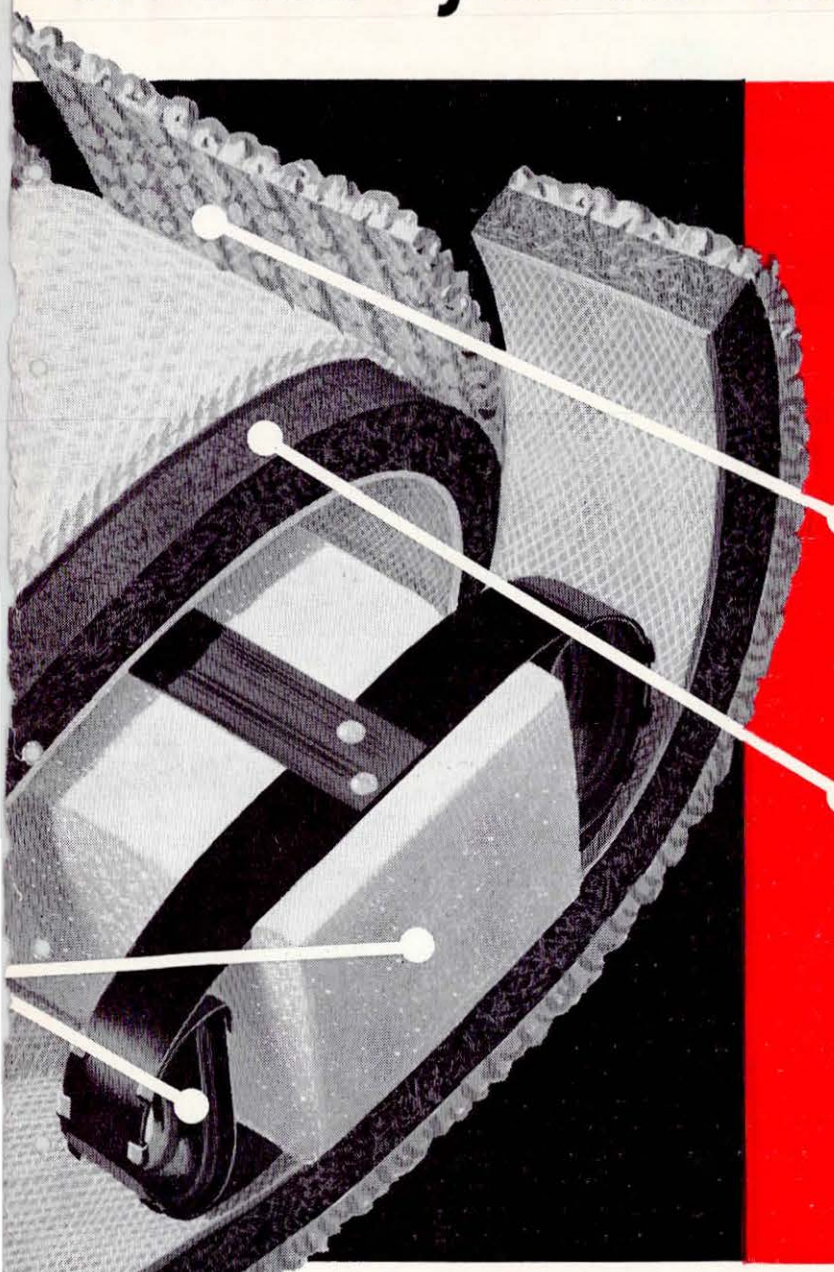

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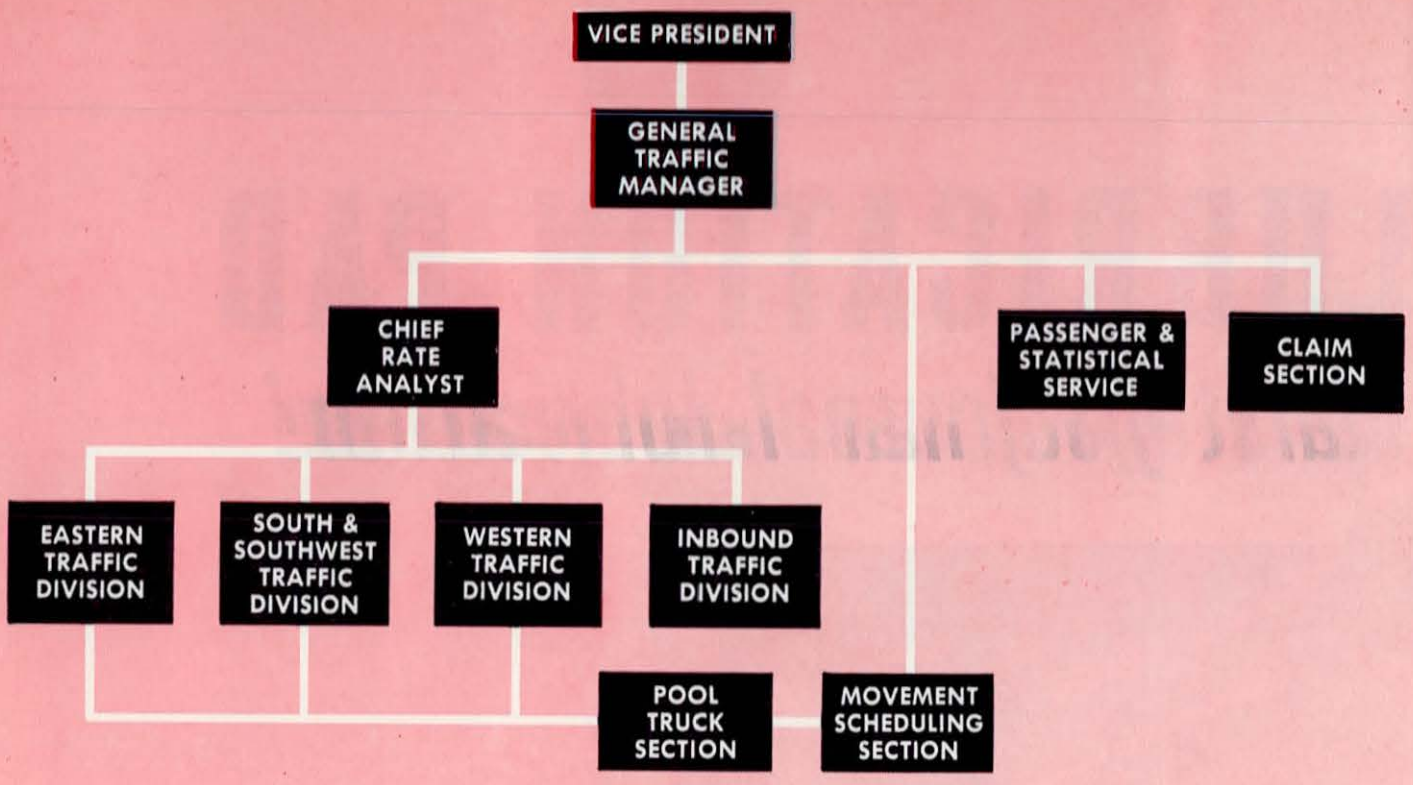


HERSHEY'S GENERAL TRAFFIC MANAGER reports directly to a company vice president.

Hershey Ships 11,000 Cars a Year

Step up to any candy counter. Look it over. Pick up one of the familiar maroon-and-silver wrapped Hershey bars you're sure to find. Pay the man five cents.

Basically, you've bought candy—chocolate, sugar, milk, syrup and nuts, assembled from all over the world. But you've also bought transportation—more of it than you'd be likely to find in any other equally common item of comparable weight, size and price.

A major part of it is rail transportation, too. Most of the raw materials (except milk), and most of the necessary accessory supplies for making your candy bar reached the Hershey Chocolate Corporation's sprawling but highly-mechanized and ultra-sanitary factory at Hershey, Pa., via the Reading Company's double-track Reading-Harrisburg line. And there's about a 50-50 chance that your candy bar left the factory by the same route.

Hershey transportation adds up to a total of some 11,000 cars a year, in and out, plus a good many trucks, mostly out. A total annual freight bill of some $9,000,000 represents roughly 5.5% of Hershey's 1958 sales of just over $164,000,000. And it poses a never-ending variety of problems for Hershey's general traffic manager, Howard P. Gabriel, and the 35 men and women who work with him in the company's traffic department.

What Comes In

Obviously, Hershey's basic raw material is cocoa (cacao) beans—only source of chocolate. The beans themselves are grown throughout the world's Tropical Zone, but those from each country possess different tastes and varying characteristics. Many blends and mixes are used to produce the distinctive flavors of Hershey's numerous chocolate products. So, necessarily, the company draws its supplies from many sources—presently, in order of importance, from Ghana (5,370 miles from Hershey); from Brazil; Nigeria; the Ivory Coast; French Cameroons; Dominican Republic; Ecuador; Venezuela; Mexico; Trinidad; Costa Rica; Jamaica; Haiti; the New Hebrides; Sumatra, and Java.

The beans come in bags, of about 140 lbs each, by ocean freighter—about two-thirds of them to Philadelphia, most of the rest to New York, and thence by rail to Hershey. More than three-quarters of each year's supply is received from December through March, which means that up to 90 million pounds may have to be stored in concrete silos built and operated exactly like a grain elevator.

Sugar, too, comes by ship, but mostly through Baltimore, from offshore refineries in Cuba, Puerto Rico and the Philippines. It, too, moves from tidewater to Hershey by rail, packed in 100-lb bags. (At one time, the Hershey company maintained extensive sugar plantations, and even its own common-carrier railroad—the Hershey Cuban—in Cuba, but these were sold some years ago, and its sugar is now bought from commercial refineries.)

Third major raw material is milk, purchased from Pennsylvania farmers through seven nearby collecting stations, and brought to the Hershey factory in the company's own tank trucks. This local milk collection is the one important exception to the company's general "inbound raw materials by rail" rule. It is, likewise, the only op-

eration in which the company foregoes its normal reliance on common (or contract) carriers in favor of private transportation.

Corn syrup is received in tank cars from Illinois and Iowa. Peanuts come by rail from the Southwest or by truck or rail from the South. On the latter movement, railroads have not met the truck rates. Almonds reach Hershey by rail from southern California, or come from foreign countries, depending on availability of supplies.

Coal—for factory power—is bought in West Virginia; moves by rail. Packaging materials—tin plate for cans, paper for wrappers, boxes, cartons, etc. —are drawn from a variety of points throughout the East; reach Hershey mostly by rail but sometimes by truck.

Lumping it all together—coal and cocoa beans, sugar and tin, and all the rest—about 95% of Hershey's total receipts (by weight) come by rail; the balance by truck. On a transportation dollar basis, rail percentage would be less; long-haul ocean freighter charges would show up heavily on carriage of cocoa beans and sugar.

What Goes Out

Hershey products include chocolate bars, cocoa, syrup, etc., for consumer use; cocoa powder, cocoa butter, fudge, chocolate coatings and related items for home and industrial use. Like any successful company, Hershey is constantly developing new products—and new uses for its present products.

Distribution covers the United States, but, except on some shipments for government installations overseas, is confined to the United States—including Alaska and Hawaii.

To all its products, wherever they go, the company applies the principle that quality and service are basic. Quality, fundamentally, is a manufacturing function—something that has to be put into each item before it is turned over in packaged form to the traffic department for forwarding from the company's shipping dock.

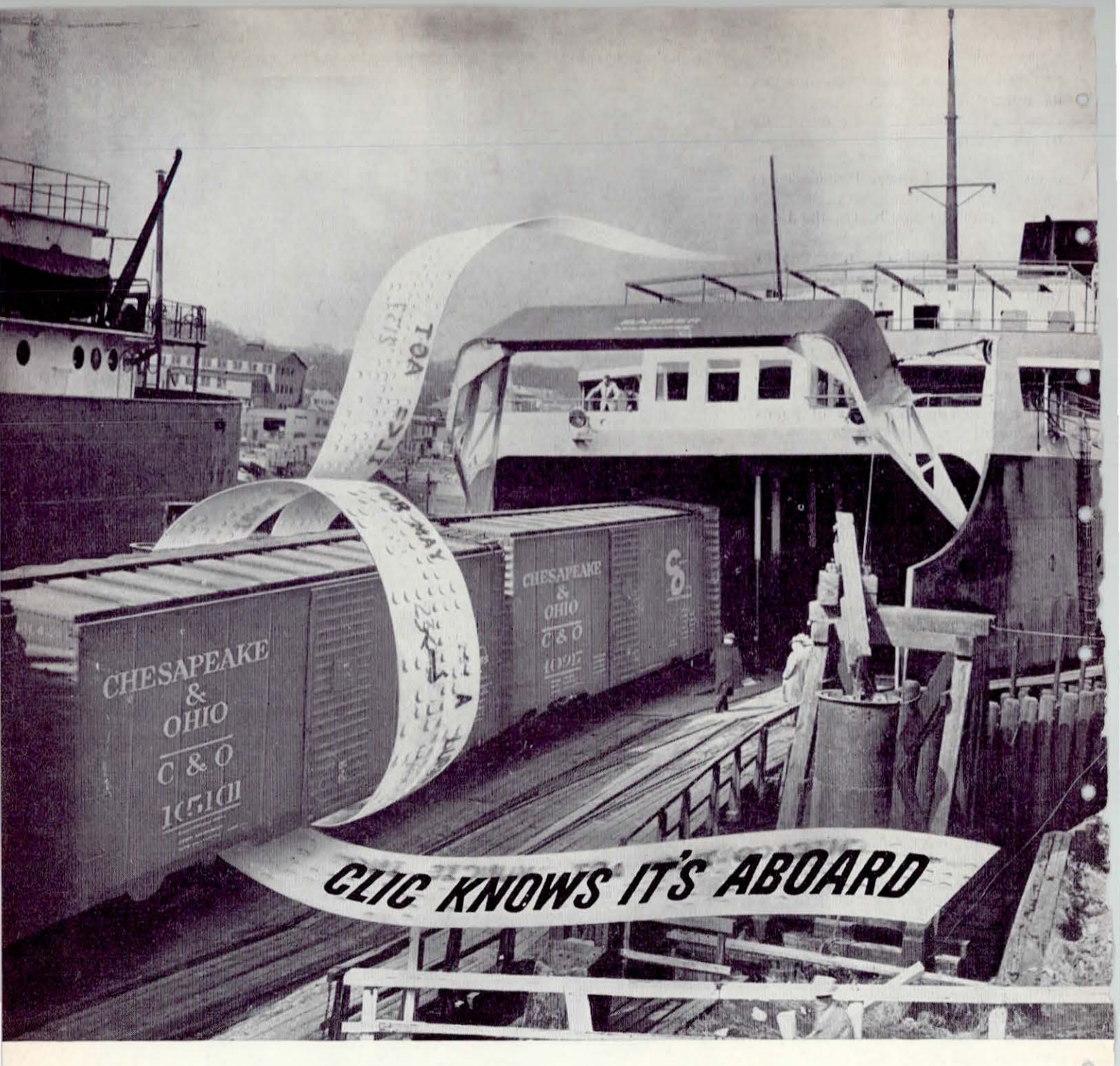
But maintenance of that quality during shipment, and "service," are traffic department responsibilities. It's up to that department, in other words, to see that Hershey products are available when and where they are needed, in the proper quantity and in perfect condition. (Any damaged products must be returned to Hershey for possible sal-

(Continued on page 32)

RUBBER DUNNAGE has helped minimize damage. Here, a pair of deflated U. S. Rubber "Shor-Quik" bags have been inserted in loaded car between simple wooden bulkheads which bear against the load.

INFLATED BAGS, bearing against bulkheads, hold load firmly; prevent carton breakage. Here, H. P. Spangler, shipping supervisor (left), and H. P. Gabriel, general traffic manager, check results.

COCOA BEANS, brought from ports of entry to Hershey by rail, are stored in 90-million-pound silos (right); carried, as needed, across tracks on inclined covered conveyor to roasting, mixing and grinding plant (left).



CLIC (Car Location Information Center) watches over Chesapeake and Ohio everywhere—on land and on water. The water in this case is the C&O Trainferry route across Lake Michigan, the time-saving year-round shortcut between East and West.

Chessie's electronic car reporting is fast and accurate. CLIC relays up-to-the-minute history and location concerning any freight car on its system, to all C&O freight traffic offices in its coast-to-coast, Canada-to-Gulf network. Thus, alert C&O traffic people keep shippers and consignees informed.

Knowing readily and accurately the location of *your* car offers obvious advantages. To name a few, coordinating production where raw materials or component parts are involved . . . reconsigning a car if necessary . . . fast handling of perishables.

Added benefits from CLIC come to our attention daily, as customers discover new ways to take advantage of this flexible, modern car reporting service. Yours may be another. Specify C&O routing to see.

Chesapeake and Ohio Railway

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Trailers that cross the country without traveling the highways

A fleet of trailers is traveling on Santa Fe rails these days, instead of adding to the congestion on the nation's highways.

They are offering shippers the convenience of door-to-door pickup and delivery service, *plus* the speed and the all-weather dependability of cross-country rail service. Today more and more shippers are using these "piggy-back" trailers to transport merchandise swiftly and directly to markets.

Modern "piggy-back" trailers are just part of a $60,000,000 investment Santa Fe is making in new equipment and facilities this year to help meet the transportation needs of a growing America.

Longest railroad in the U. S. A. . . .
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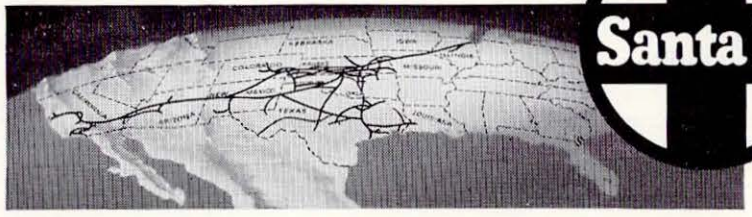

Santa Fe

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vage; the company will not allow them to be sold.)

To meet its service responsibility, the traffic department routes about 50% of all outbound shipments by rail—mostly in the more than 250 insulated RB type box cars which Hershey leases from North American Car Corporation and which carry their own reporting symbol, "HERX." This fleet is adequate for normal needs, but occasionally, during peak shipping seasons, the railroads may be asked to furnish additional cars.

Other outbound shipments go by common or contract carrier trucks, or via the Pan-Atlantic Steamship Corp.'s "Sea-Land Trailer service," which Hershey considers "very good." Some LTL container shipments have been made from Pacific Coast warehouses to Alaska, Hawaii or government posts overseas, but such movements are still on a trial basis.

Most outbound shipments, either by rail or truck, go to 27 warehouse points scattered throughout the country, in leased space or in public warehouses under supervision of a local Hershey distribution manager and clerical force. The company also uses pool trucks to some points within a relatively short distance from its factory; and ships full carloads or full truckloads to individual customers who can take the 23,000 lbs which conforms to Hershey's basic sales policy.

Goods reaching warehouses in solid carloads or solid truckloads are fanned out to customers by LCL, LTL or pool truck service.

Because it must emphasize "service" —on which Mr. Gabriel says carriers in general "are doing a terrific job"— Hershey completely controls routing of both its inbound raw materials and its outbound finished products. And it prepays transportation charges on nearly all its outbound shipments.

This centralized control of all shipments has reduced to a minimum such frequently vexing problems as car supply and transit damage. The former is largely answered by extensive use of leased cars; the latter by the nature of Hershey products, development of careful loading patterns, and constant study and control.

The fact that claims are "very small" doesn't mean, however, that Hershey regards lightly the possibility of loss and damage. On the contrary, it is constantly attempting to improve its damage record. To that end, it reports successful use of each of the following:

- Rubber dunnage. Hershey owns about 150 U. S. Rubber Co. "Shorquik" dunnage bags; has used them for the past two years in shipments to its own warehouses, with "excellent results." The big advantage of rubber dunnage, as Mr. Gabriel sees it, is that it keeps cartons from shifting in transit, and so avoids weakening of cartons from corrugation breakage.
- Use of a new and heavier friction seal, developed by Acme Steel Co., for use on strapped loads. The new seal, used with a heavy strap, prevents possible band breakage at the point of sealing.
- Photographs. Like many other shippers, Hershey is taking pictures—with a Polaroid Land Camera—of many of its outgoing shipments; is educating its warehousemen and factory personnel to take similar pictures of any cars which arrive damaged.
- Impact recorders. Hershey has four; uses them "when and where necessary."

(Continued on page 34)

'Railroads Belong to Two Schools'

"Railroads belong to two schools. One thinks things are going along pretty well, and will continue to do so. The other—the progressive type—is going all out to give service to shippers.

"Generally, western carriers appear to be trying much harder than those in the East. Some eastern roads, of course, are doing a remarkable job on service—but others haven't yet waked up.

"I think it's up to the carriers—not the shippers—to work out their service problems, especially in terminals, where most of the delay and most of the damage occurs. It seems absurd, for example, to have over 100 freight terminals for three railroads in Philadelphia, or more than 1,000 possible service routes between there and Chicago. The answer may lie in consolidation—of services, if not of companies.

"The carriers—railroads, that is —should devise a better reporting system for cars bad ordered en route. And, though they are cooperative enough in rate adjustments, they are too slow, and should streamline their procedure. The trucks do it faster. Carriers have got to realize, too, that a single rate adjustment doesn't necessarily entitle them to haul all the affected traffic from here to eternity."

Those views on basic transportation needs were expressed to a Railway Age editor by Howard P. Gabriel. He speaks from experience of more than two years as general traffic manager of the Hershey Chocolate Corp., plus nearly 20 years in the Traffic Department of the Armstrong Cork Co. at nearby Lancaster, Pa.

A native of Wilmington, Del., Mr. Gabriel attended Millersville State Teachers College and Franklin & Marshall College at Lancaster. After one and one-half years in Armstrong Cork's shipping department, he entered traffic work in 1938, as a file clerk, and subsequently worked in every branch of the department. In 1945 he was promoted to division traffic manager, and held that position until May 1, 1957, when he joined Hershey as general traffic manager.

Howard P. Gabriel

He is a past president of the Lancaster Traffic Club; and a member of the National and Eastern Industrial Traffic Leagues; the Atlantic States Shippers Board; the American Society of Traffic & Transportation; the Association of Interstate Commerce Commission Practitioners; Delta Nu Alpha, and a number of other traffic and professional organizations.

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Actually, however, Hershey's confectionery products are not too subject to impact damage. They are more likely to be harmed by contamination, or by excessive heat. Contamination, of course, is minimized by the company's control of its own leased cars, but temperature control is a subject of constant interest, with 65 to 70 deg F being the preferred range. With this in mind, Hershey issues special summer handling instructions annually to all its carriers. It cuts down on water shipments to the Pacific Coast during warm months because of the chance of heat damage on docks during loading or unloading of ships. And it is constantly studying even its own freight cars to make sure they provide proper insulation. On some cars, for example, it found that the metal skin transmitted heat to the steel framing, and through that to the interior load-securing anchor rails. So now it is trying out cars with wood uprights as insulation between the upright frame members and lading strap anchors.

When, in spite of these precautions and carrier efforts, damage does occur, it is recorded by warehouse, destination and area; heavy damage is reported immediately to the carrier or carriers.

Flexibility the Goal

To carry out its primary responsibility of providing the best possible service to company and customers alike, Hershey's 36-person Traffic Department —all at Hershey, Pa.—is organized in three separate divisions under Mr. Gabriel's overall supervision.

Largest of the three is the Movement-Scheduling Section, which coordinates all shipments. The section performs a variety of duties—processing orders; making up and forwarding combination invoices and bills of lading; relaying to the company's production department information regarding pre-dated orders for shipment; maintaining a running inventory of items shipped and a monthly record of all shipments handled by each railroad and truck line; deciding how and when shipments should be dispatched, and ordering necessary transportation equipment.

The Rate Section is divided by areas, with separate personnel assigned to Official Territory, Southern and Southwestern Territory, and Western Territory, excluding the Southwest. A fourth division of this section handles inbound rates. This section maintains a file of more than 3,000 rail, truck and water carrier tariffs. It also prepares for rate hearings and rate adjustment requests.

Between the Movement-Scheduling and Rate Sections is the Pool Truck Desk, which receives orders, separates them by areas, and accumulates them to make up pool trucks for distribution points served in that manner.

The Claims section, with five people, handles claims and claim prevention activities.

The Traffic Department also handles passenger reservations for company personnel. But because such reservations average only about 10 per month, the work is handled by the same people who keep departmental statistics.

The department's organizational goal is flexibility; says Mr. Gabriel, "I want to have at least two people who can fill any job." In line with that objective, he arranges for weekly discussion groups on transportation matters for better training of personnel. (Such training, at Hershey, is necessarily a "do-it-yourself" proposition, because there are no formal traffic training courses or organizations closer than Harrisburg, 12 miles away.)

The general traffic manager reports directly to the company's vice president and secretary; and makes to him condensed reports showing monthly, cumulative and comparative totals of freight shipped and received, freight charges paid, claims filed and collected, transportation cost reductions achieved, and other work accomplished. Like many other companies, Hershey is greatly concerned by the steadily increasing cost of small shipments, and is constantly studying both that and other aspects of transportation charges to see where legitimate reductions can be effected.

Hershey and the Reading

"As one of the Reading Company's oldest and most valued shippers, Hershey Chocolate Corporation has also become the source of a fine industrial relationship in which the two have worked to solve common problems.

"This cooperative effort is marked by a wide range of friendly contacts, extending from top management through all the various points at which the two companies work together toward solution of mutual problems.

"Operating and traffic personnel on the Reading have always worked closely with Hershey Traffic, Operations and Production Departments, to assist in transportation, marketing and distribution.

"Competition among confectionery producers, as well as competition in transportation, have become so closely allied that many of the problems are identical in character. For this reason, our people are constantly attempting to solve these often complex problems through understanding and cooperation.

"This cooperative effort between industry and transportation has resulted in both Hershey and ourselves being able to meet many marketing, distribution and transportation problems.

"Likewise, we have always worked harmoniously with Hershey in an effort to avoid any disruption in plant operation and production by seeing that they are properly serviced with both equipment and motive power.

"This overall cooperative effort between industry and transportation has built up a pleasant relationship which has benefited both.

"Another point of pleasant contact between Hershey and thousands of Reading Company employees is Hershey Park, which serves as a recreational site for many Reading men and women and is the point of the company's annual picnic. While this is an indirect relationship, it provides the railroad's people with a better understanding of the company, its location and products."—*J. A. Fisher, president, Reading Co.*

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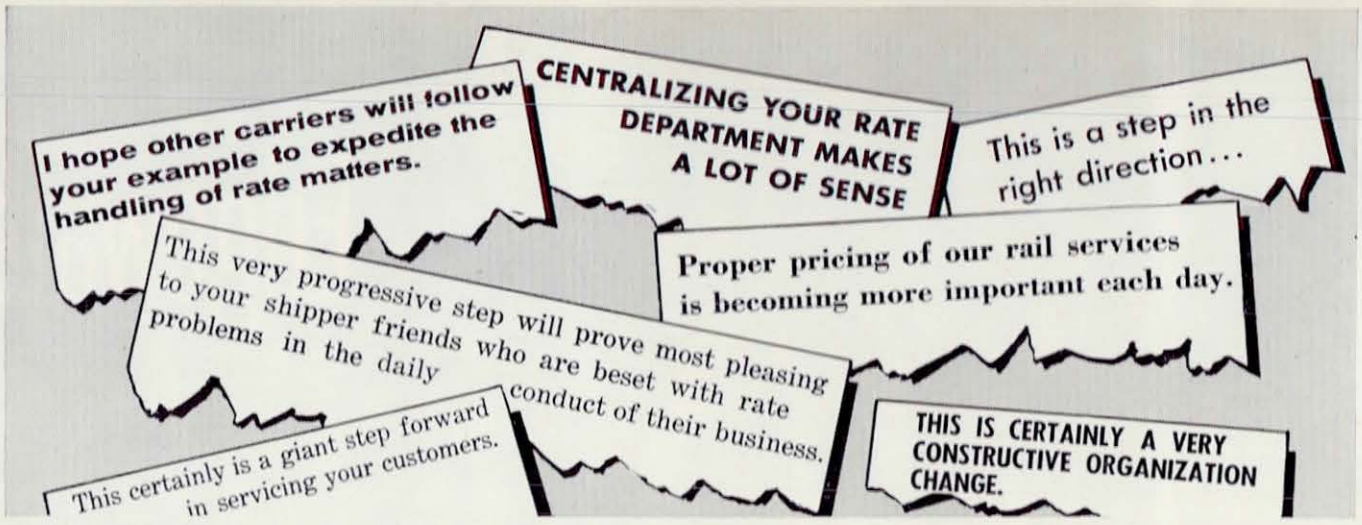

I hope other carriers will follow your example to expedite the handling of rate matters.
CENTRALIZING YOUR RATE DEPARTMENT MAKES A LOT OF SENSE
This is a step in the right direction...
This very progressive step will prove most pleasing to your shipper friends who are beset with rate problems in the daily conduct of their business.
Proper pricing of our rail services is becoming more important each day.
This certainly is a giant step forward in servicing your customers.
THIS IS CERTAINLY A VERY CONSTRUCTIVE ORGANIZATION CHANGE.

What Shippers Say About NYC's New Rate-Making Set-Up

Shippers Like Centralized Pricing

Shippers like the New York Central's new centralized, streamlined rate bureau. More particularly, they like its objectives—faster service on rate problems, and more thorough rate analysis by specialists concentrated in a single location. The few excerpts shown above, culled from many letters, leave no doubt on either score.

The railroad itself is equally enthusiastic. Already, an NYC spokesman says, the emphasis which the new bureau can put on spot pricing has regained from highway competition a substantial movement of heavy-loading, high-rated alcoholic liquors from Cincinnati and Lawrenceburg, Ind., to various cities in New York state. It has regained, too, headache-prone New York City's annual consumption of 75 carloads of Anacin tablets. The whiskey was won back because the central rate office worked out with shippers and receivers a combination rate-price adjustment which satisfied local dealers; the medicine, because the bureau came up with a rate which equalized truck cost to the off-rail warehouse to which the drugs are initially shipped.

Aside from such specific cases, the NYC believes its new bureau has at least four major advantages to its customers:

- **Faster service.** By bringing rate specialists together in a single office, organized for prompt action, the railroad can act on rate problems or rate adjustment requests much more quickly than under its former regional rate set-up.
- **Increased efficiency.** By replacing seven old offices, the one new bureau is expected to eliminate duplication of effort, unbalanced work loads and shipper uncertainty as to where to submit a rate proposal.
- **More thorough analysis.** Concentration of rate personnel, files and tariffs will permit closer study of individual rates—and costs.
- **Better representation at meetings** of inter-railroad rate-making bodies. The Central will continue, as before, to process adjustments with all such groups in its 11-state, two-country territory—but its representatives will be better prepared to support rate proposals for its own shippers, and to act wisely on those submitted by other railroads.

For itself, the Central sees these added advantages:

- **Recapture (or retention) of traffic.** Closer and faster attention to spot pricing is expected to multiply the number of cases, like those cited above, where traffic will be recaptured from (or retained against) competition.
- **Closer cost analysis.** Cost studies, wherever the line between rates and costs is narrow or uncertain, should eventually eliminate "below-cost" charges. "There's no point in hauling traffic unless we can make a profit on it," Central rate men say. "We've already turned down some money-losing proposals, and in other cases we'd be better off to raise the rate and let someone else take the business."
- **Payroll savings.** The centralized bureau requires about 25% fewer people than were needed for all the old regional offices. Savings from this source alone will pay in one year for the cost of setting up the bureau.

The organization from which the NYC anticipates these advantages came into official operation early this year, but had been in formation for some nine months before. Located at New York, it has absorbed functions—and much of the personnel—formerly scattered among local rate offices at New York, Boston, Pittsburgh, Cleveland, Cincinnati, Detroit and Chicago. Rate men have been retained, for liaison purposes, in each of those cities. Also, there is a single sub-bureau in Chicago, and another in Pittsburgh to handle rate matters of exclusive interest to the subsidiary Pittsburgh & Lake Erie. But with those exceptions, the New York office now handles all rate work for the entire Central system. It is, NYC officers say, the first wholly centralized rate bureau ever created by any railroad of comparable size or geographic coverage. But others—the Canadian National, for example—are studying it closely.

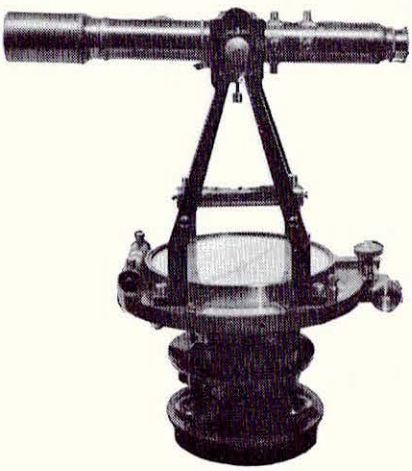
Organizationally, the new bureau operates under the general supervision of A. J. Crookshank, assistant vice president—rates, and the immediate direction of C. V. Sheriff, director of rates. Under them are eight assistant directors of rates. Each of the latter is in charge of a commodity specialty group—one for coal, coke and iron ore; one for transit traffic; one for merchandise and the Central's rapidly-growing Flexi-Van traffic; and five for groups of related commodities, broken down according to the classification followed by eastern railroads generally. A ninth section is specifically charged with keeping track of traffic committee meetings, and briefing Central officers who attend them on all matters likely to be considered.

Looking well ahead of first rails West

So well did General Dodge see through this instrument, the road of Union Pacific through most of the West continues to be an important communication and transportation route.

The railway itself is magnificently maintained for smooth, fast movement of your freight. 2098 miles of Centralized Traffic Control helps keep promises of delivering your goods on time. Turbocharged power units pull these trains of freight steadily and surely across the U.P. West.

All this, and more, assures you that when you order your freight routed U.P., you're on the right road, planned that way from the start.



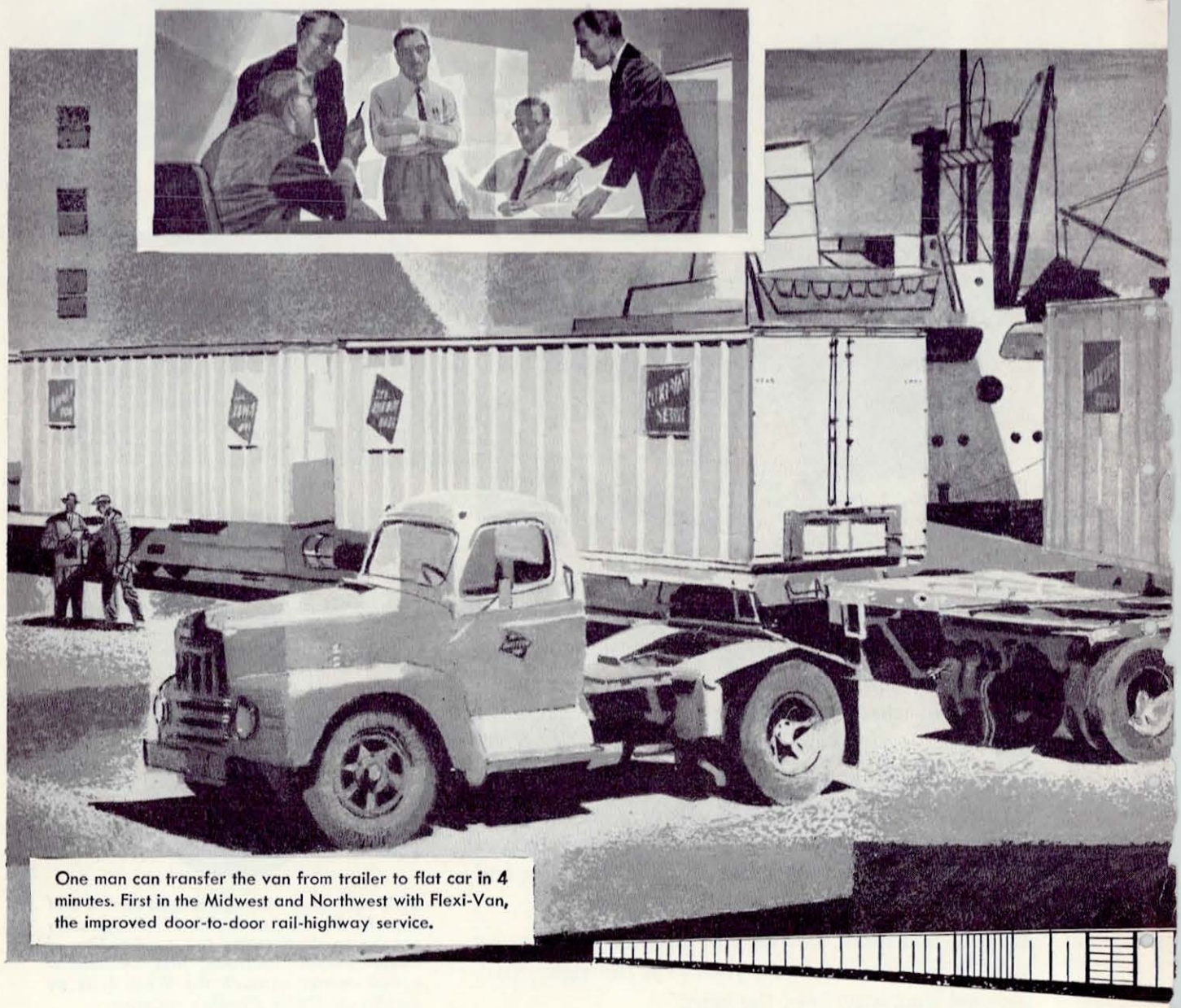
This surveying instrument was owned and used by General Grenville M. Dodge during his work directing the construction of Union Pacific Railroad, first transcontinental carrier through the West. It is on display at Union Pacific's museum.

be specific ...ship **Union Pacific** RAILROAD

UNION PACIFIC RAILROAD

SOMETHING **NEW** IN RAILROADING...

"CREATIVE CREWS"



One man can transfer the van from trailer to flat car in 4 minutes. First in the Midwest and Northwest with Flexi-Van, the improved door-to-door rail-highway service.

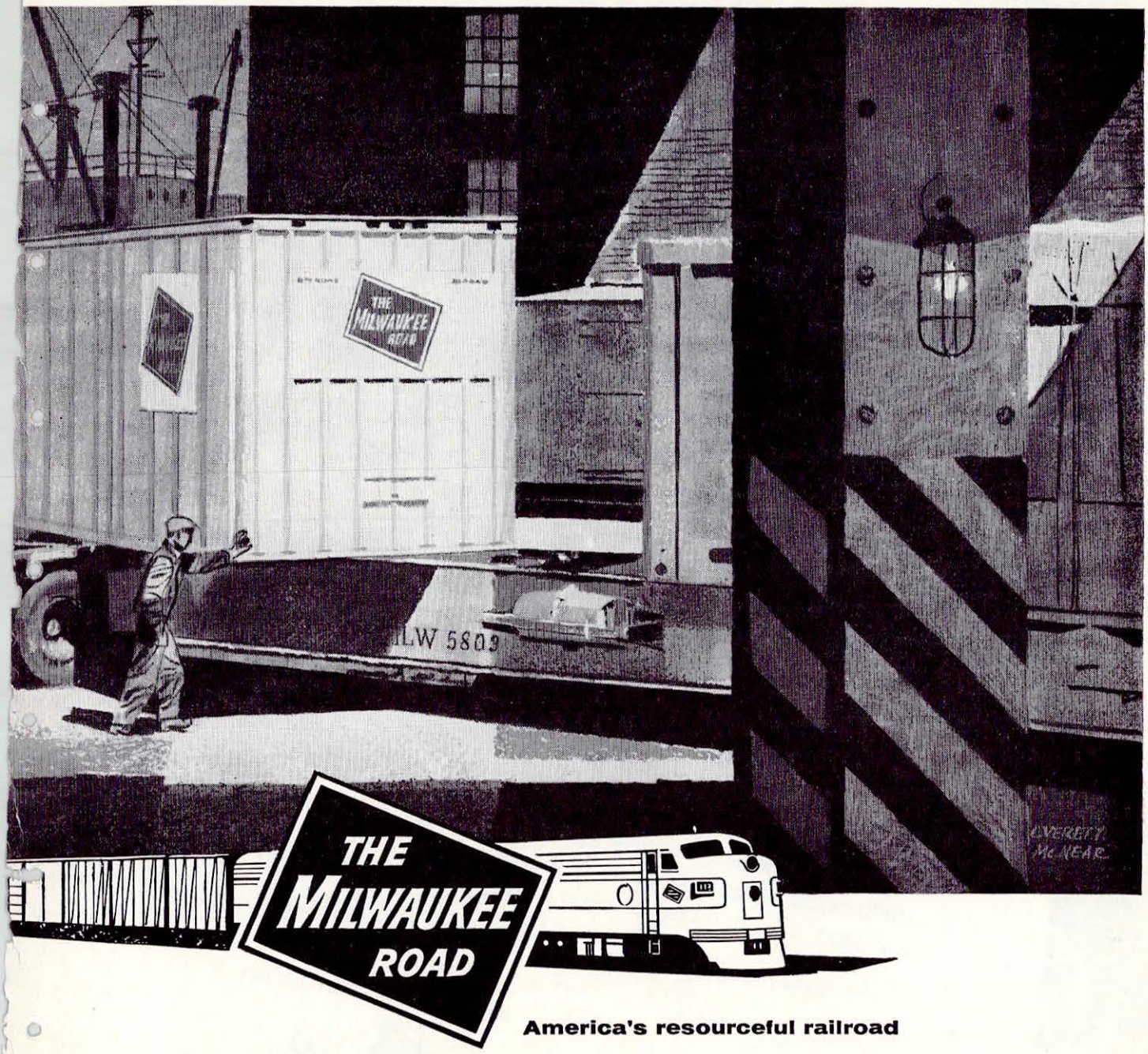
They come up with **resourceful** answers to shippers' problems—improving on "Piggy-Back"

You'd never recognize these "crews" if you saw them at work. For they operate in unlikely places, and some of the things they do may seem utterly unrelated to railroading.

They may be examining a mechanical drawing over a designer's shoulder. Or holding a meeting in a Texas hotel room with natural gas pipeline developers. Or testing new packing materials.

What's it all for? For *ideas*. Ideas that often break with railroad traditions. Ideas based on the conviction that the Milwaukee Road can do *better* what the railroads do best.

of the Milwaukee Road



America's resourceful railroad

This Milwaukee Road "Creative Crews" approach to railroading has come up with many innovations in service to shippers. The Milwaukee Road is first in the Midwest and Northwest with Flexi-Van, the improved door-to-door rail-highway service. Now Milwaukee Road shippers' cross-town service blends smoothly with cross-country service with no lost motion.

This fresh, uninhibited creative concept is giving the Milwaukee Road the reputation for being America's *resourceful* railroad. Shippers benefit from it every day—and profit by it.

Route of the Super Dome Hiawathas and Western "Cities" Fleet

A VITAL MESSAGE

NATIONAL WASTE COMPANY

MANUFACTURERS

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CHICAGO
PHILADELPHIA
NEW YORK

MILLS
CHICAGO
PHILADELPHIA
GLENDALE, N. Y.

JOURNAL BOX PACKING

COTTON CLEANING WASTE
WIPING CLOTHS

TEXTILE FIBRE SPECIALTIES

366 MADISON AVENUE, NEW YORK 17, N. Y.

Dear Sir:

The National Waste Company has been manufacturing and supplying Journal Box Lubricating Waste to the railroads for 50 years. We are now entering the field of Lubricator Pads, having come to the conclusion that pads are here to stay. This latter statement is made with one reservation, namely: The pads of the future must be so designed and properly constructed that their performance will justify the cost.

Statistics compiled on the performance of pads by the Association of American Railroads as well as some individual railroads during the past five years reveal that as yet the "Hot Box" challenge has not been fully met.

We confidently believe we have now come up with a Lubricator Pad which through materials, design and construction will come closer to meeting this challenge than any pad offered or in use to date.

The National Waste Company is the sole selling agent of the OIL-RITE LUBRICATOR which has been approved by the A.A.R. as of March 1959 for test application in cars moving in interchange service.

We earnestly seek your interest and would appreciate hearing from you.

Very truly yours,
NATIONAL WASTE COMPANY

Irwin P. Strauss, President

a facsimile
r sent to
ical and
ng Departments
as
Officials
ilroads

ates and Canada.

NATIONAL WASTE COMPANY

66 MADISON AVENUE • NEW YORK 17, NEW YORK • MUrray Hill 2-3855 • EXCLUSIVE SALES AGENTS

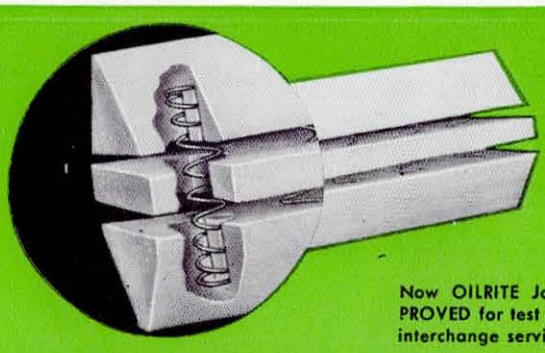
for EVERY RAILROAD...

OILRITE! FINALLY THE KEY TO PROPER JOURNAL LUBRICATION

Oilrite's Exclusive Internal BRASS SPRING Construction Insures Uninterrupted Lubricating Contact of Pad with Journal

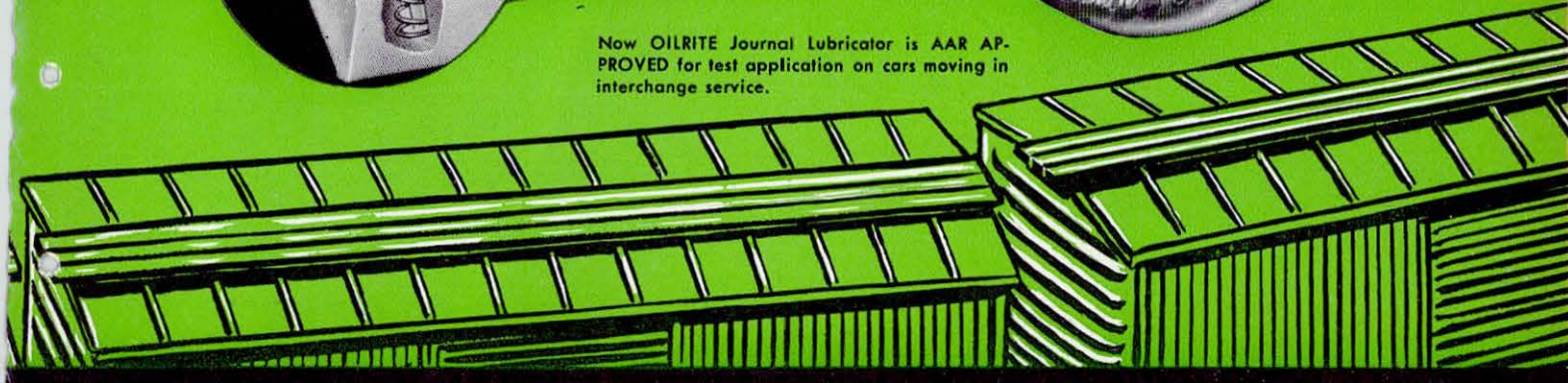
The Oilrite Journal Lubricator is designed to deliver oil and maintain constant contact with the journal under any and all operating temperatures. Oilrite's anchored BRASS SPRINGS are fatigue-proof and function only to maintain journal contact pressure.

The function of the Polyurethane cores of Oilrite's twin pocket lubricator is to absorb oil and is not affected by heat or cold. Oilrite's excellent, durable cotton chenille covering has been thoroughly wick tested and delivers continuous journal lubrication.



Cutaway Section of One of Twin Cores Showing Anchoring of BRASS SPRINGS.

Now OILRITE Journal Lubricator is AAR APPROVED for test application on cars moving in interchange service.



RAILWAY CAR EQUIPMENT CO.

1400 E. TREMONT STREET • HILLSBORO, ILLINOIS • KEllogg 2-3967

THE PENNSY
ON GUARD AGAINST HOT BOXES
24 HOURS A DAY

Like sentinels in the night,
SERVOSAFE® Hot Box Detectives*
guard strategic locations on the Pennsy
24 hours a day
against one of the principal causes
of damage and delay—
the hot box.

The SERVOSAFE system
automatically actuates controls
that set signals to a stop position
as soon as an overheated journal
is spotted out of harmless thousands
on passing freight trains.

The patented SERVOSAFE Detection, Carrier,
and Automatic Alarm System,
performance-proved first on the Pennsylvania,
is another step in the Pennsy's progress
to give its customers
the finest rail service available.

With its Compatible Transistorized
Carrier and Automatic Alarm Systems,
the SERVOSAFE Hot Box Detective
continues to lead the way in serving
railroad safety and efficiency.

Full information is available on request.

*Protected by U.S. Patent No. 2,880,309 • Other U.S. & Foreign Patents Applied For

SERVO CORPORATION OF AMERICA

Serving Safety Through Science

Railroad Products Division • 111 New South Road, Hicksville, Long Island, New York

A. J. Greenough, Vice President of Transportation
and Maintenance, Pennsylvania Railroad

Freight Operating Statistics of Large Railroads—Selected Items

Region, Road and Year		Miles of road operated	Train miles	Locomotive Miles: Principal and helper	Locomotive Miles: Light	Car Miles: Loaded (thousands)	Car Miles: Per cent loaded	Ton-miles (thousands): Gross excl. locos & tenders	Ton-miles (thousands): Net rev. and non-rev	Road-locos. on lines: Serviceable: Unstored	Road-locos. on lines: Serviceable: Stored	Road-locos. on lines: B.O.	Road-locos. on lines: Per cent B.O.
New Eng. Region	Boston & Maine	1959	1,559	207,578	207,676	3,506	7,022	61.2	489,011	191,744	71	11	27	24.8
		1958	1,559	205,398	205,579	3,729	6,863	59.0	486,355	187,048	64	18	12	12.8
	N. Y., N. H. & Hartfd	1959	1,739	245,786	245,786	14,218	8,925	61.4	605,314	239,937	66	..	13	16.5
		1958	1,739	234,254	234,254	13,657	8,831	59.8	600,086	227,834	72	3	12	13.8
Great Lakes Region	Delaware & Hudson	1959	764	139,835	140,736	1,081	6,640	61.5	473,100	235,339	30	6	3	7.7
		1958	764	131,834	132,536	792	6,225	61.5	442,458	208,583	34	3	5	11.9
	Del., Lack. & Western	1959	918	217,367	222,210	9,679	8,731	59.6	620,892	240,750	55	1	5	8.2
		1958	927	227,515	231,255	8,843	8,750	60.1	611,695	236,991	56	..	8	12.5
	Erie	1959	2,199	544,051	546,049	11,734	26,363	61.2	1,769,265	638,244	171	..	3	1.7
		1958	2,207	469,343	471,431	9,350	25,049	64.7	1,612,446	598,933	165	9	..	..
	Grand Trunk Western	1959	951	220,673	221,714	1,298	6,647	57.8	489,735	192,855	50	6	21	27.3
		1958	951	178,406	178,561	1,301	5,590	58.6	406,133	152,796	45	16	15	19.7
	Lehigh Valley	1959	1,114	181,802	183,899	3,680	7,574	62.2	526,299	228,299	30	..	4	11.8
		1958	1,118	188,358	190,603	3,456	7,617	62.9	530,902	233,991	29	..	5	14.7
	New York Central	1959	10,387	1,914,533	1,925,506	80,794	76,014	54.9	6,060,987	2,415,677	450	..	49	9.8
		1958	10,470	1,793,959	1,807,178	86,079	67,156	54.8	5,120,611	2,142,844	428	21	34	7.0
	New York, Chic. & St. L.	1959	2,155	580,377	580,377	4,213	24,790	60.1	1,830,614	759,538	102	30	6	4.3
		1958	2,155	526,293	526,293	3,779	23,216	62.0	1,664,736	696,062	106	27	4	2.9
	Pitts. & Lake Erie	1959	221	41,374	41,374	....	1,586	50.0	162,720	86,101	14	8	..	..
		1958	221	52,339	52,339	....	1,863	56.2	178,828	105,849	13	2	1	6.3
	Wabash	1959	2,379	480,007	480,445	3,714	19,324	59.9	1,402,239	549,395	113	..	4	3.4
		1958	2,379	448,094	449,058	4,251	19,148	60.9	1,355,075	525,766	115	..	2	1.7
Central Eastern Region	Baltimore & Ohio	1959	5,802	1,220,489	1,298,423	81,061	51,274	57.4	3,979,895	1,786,402	390	60	22	4.7
		1958	5,830	1,144,323	1,216,169	71,990	47,878	59.3	3,760,445	1,744,721	418	91	23	4.3
	Bessemer & Lake Erie	1959	203	39,774	41,194	84	1,387	54.5	169,095	104,535	13	..	..	..
		1958	203	44,502	44,633	133	1,693	55.9	216,164	139,273	13	1	..	..
	Central RR Co. of New Jersey	1959	597	109,936	111,178	5,732	3,993	62.7	294,551	150,682	65	..	4	5.8
		1958	600	102,178	103,265	5,092	3,659	61.6	283,070	137,843	63	..	4	6.0
	Chicago & Eastern Ill.	1959	863	106,046	106,046	2,297	4,474	60.7	345,742	166,259	25	..	2	7.4
		1958	863	118,727	118,727	2,865	4,613	62.0	352,924	169,889	26	..	2	7.1
	Elgin, Joliet & Eastern	1959	205	51,015	51,193	....	1,616	56.1	134,332	66,504	39	5	..	..
		1958	236	52,169	54,066	....	1,691	60.8	138,101	73,055	33	11	..	..
	Pennsylvania System	1959	9,865	2,546,663	2,657,783	157,331	100,437	59.4	7,582,084	3,320,352	701	5	72	9.3
		1958	9,893	2,276,938	2,383,892	139,523	92,651	60.1	6,968,716	3,092,414	660	89	106	12.4
	Reading	1959	1,302	234,249	234,811	5,545	8,266	53.9	726,141	349,847	132	4	34	20.0
		1958	1,302	238,179	239,385	7,695	8,413	55.2	720,198	350,364	147	10	25	13.7
	Western Maryland	1959	844	117,279	119,537	4,814	4,021	56.2	361,520	185,574	30	3	1	2.9
		1958	844	126,098	129,505	6,152	4,604	58.5	407,777	223,661	38	5	2	4.4
Pocahontas Region	Chesapeake & Ohio	1959	5,061	1,035,928	1,038,083	17,733	43,003	53.5	3,782,244	1,988,923	586	13	33	5.2
		1958	5,066	1,048,381	1,051,112	19,083	46,343	54.0	4,144,357	2,251,701	595	3	17	2.8
	Norfolk & Western	1959	2,116	514,751	531,221	24,177	24,106	53.1	2,349,183	1,216,622	144	22	14	7.8
		1958	2,106	534,288	561,257	34,333	24,956	53.4	2,431,216	1,281,883	170	44	9	4.0
	Rich., Fred. & Potomac.	1959	110	33,366	33,366	674	2,047	61.9	140,594	55,419	14	1	..	..
		1958	110	34,358	34,358	711	2,120	58.6	144,558	52,142	15	..	..	..
	Virginian	1959	608	105,481	106,831	2,259	5,084	52.6	491,402	267,887	53	15	13	16.0
		1958	608	104,142	105,357	2,125	4,778	50.4	482,377	261,696	52	13	14	17.7
Southern Region	Atlantic Coast Line	1959	5,290	606,186	606,186	5,898	21,505	57.8	1,662,111	751,314	104	13	1	.8
		1958	5,297	603,429	603,429	5,955	19,695	55.4	1,505,583	634,095	97	24	5	4.0
	Central of Georgia	1959	1,712	192,248	192,248	1,973	7,096	63.0	545,069	263,502	35	..	1	2.8
		1958	1,730	177,742	177,742	1,857	6,415	62.9	496,803	226,142	34	..	2	5.6
	Florida East Coast	1959	572	79,033	79,033	....	2,760	53.9	226,477	88,530	51	..	4	7.3
		1958	571	95,125	95,125	18	2,660	51.3	221,166	86,375	50	..	6	10.7
	Gulf, Mobile & Ohio	1959	2,717	263,254	263,254	....	13,850	65.1	988,331	465,918	84	..	7	7.7
		1958	2,717	260,884	260,884	81	13,062	64.8	932,598	432,286	85	..	6	6.6
	Illinois Central	1959	6,439	990,740	990,740	26,601	41,846	60.7	3,102,941	1,415,763	184	30	161	42.9
		1958	6,497	925,433	925,433	24,977	39,530	61.2	2,903,373	1,327,200	196	78	95	25.7
	Louisville & Nashville	1959	5,679	838,607	839,266	13,222	31,056	60.6	2,402,389	1,172,897	161	..	6	3.6
		1958	5,680	836,712	837,208	14,964	29,467	57 5	2,317,534	1,101,414	156	..	3	1.9
	Seaboard Air Line	1959	4,135	575,594	575,594	1,013	20,916	58.0	1,648,082	752,679	137	..	3	2.1
		1958	4,135	579,013	579,013	837	19,169	57.3	1,494,814	650,924	150	..	6	3.8
	Southern	1959	6,243	847,151	847,317	8,979	37,281	63.8	2,587,925	1,195,824	198	1	3	1.5
		1958	6,249	813,179	813,381	8,899	32,927	62.1	2,302,877	1,037,731	180	1	12	6.2
Northwestern Region	Chicago & North Western	1959	9,250	901,242	901,242	11,981	31,013	57.3	2,600,166	992,416	157	22	14	7.3
		1958	9,254	811,031	811,031	9,578	30,109	58.5	2,344,952	903,270	165	..	5	2.9
	Chicago Great Western	1959	1,437	139,500	139,500	176	7,117	63.5	525,601	245,687	25	..	2	7.4
		1958	1,437	129,544	129,544	175	6,931	65.1	499,177	233,054	24	..	2	7.7
	Chic., Milw., St. P. & Pac.	1959	10,583	877,096	885,408	12,377	38,642	60.1	2,824,618	1,227,397	335	8	5	1.4
		1958	10,583	886,337	898,185	13,908	36,659	57.5	2,722,980	1,148,654	290	8	6	2.0
	Duluth, Missabe & Iron Range.	1959	557	66,829	66,918	424	3,096	48.9	321,133	200,484	61	15	6	7.3
		1958	562	105,472	105,812	601	5,580	51.6	624,683	386,668	65	27	3	3.2
	Great Northern	1959	8,281	978,249	982,570	21,564	41,548	61.7	3,194,092	1,504,962	274	5	10	3.5
		1958	8,263	931,209	934,021	24,045	37,639	60.5	2,932,168	1,390,359	269	1	..	..
	Minneap., St. P. & S. St. Marie	1959	4,169	360,350	361,060	516	12,915	61.3	868,529	412,908	90	8	3	3.0
		1958	4,169	366,356	367,139	999	11,829	65.7	811,898	371,533	83	8	4	4.2
	Northern Pacific	1959	6,533	842,473	849,955	11,105	33,770	60.1	2,470,363	1,067,509	241	..	5	2.0
		1958	6,533	731,854	740,359	9,634	31,069	64.0	2,198,337	983,027	226	15	6	2.4
	Spokane, Portland & Seattle	1959	935	142,995	142,995	1,258	5,763	71.2	383,444	177,196	56	..	1	1.8
		1958	935	138,329	138,329	1,288	5,679	72.6	372,693	173,529	56	..	2	3.4
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.)	1959	12,996	2,784,743	2,945,790	58,981	110,174	59.8	8,223,992	3,041,134	634	..	29	4.4
		1958	13,097	2,242,550	2,406,139	53,993	104,118	63.0	7,607,640	2,990,315	567	14	106	15.4
	Chic., Burl. & Quincy	1959	8,652	1,091,971	1,091,759	25,148	43,578	59.2	3,188,252	1,338,511	139	9	71	32.4
		1958	8,698	1,000,715	999,975	25,473	41,545	58.4	3,059,074	1,282,348	134	28	64	28.3
	Chic., Rock I. & Pac.	1959	7,508	1,063,021	1,060,769	2,242	37,789	57.9	2,948,406	1,244,620	186	..	9	4.6
		1958	7,560	957,883	958,153	3,665	35,640	57.9	2,805,874	1,173,296	177	..	9	4.8
	Denver & R. G. Wn.	1959	2,128	261,862	277,293	25,505	12,374	71.8	832,318	379,112	77	5	11	11.8
		1958	2,155	255,171	269,523	22,967	12,767	71.4	873,910	409,711	84	8	6	6.1
	Southern Pacific	1959	8,011	2,320,039	2,418,396	143,934	101,357	60.9	7,318,878	2,857,227	718	..	19	2.6
		1958	8,025	2,180,508	2,270,376	129,381	95,784	59.0	6,954,251	2,612,702	672	12	65	8.7
	Union Pacific	1959	9,743	2,327,488	2,346,122	51,998	101,225	60.3	7,036,568	2,713,023	343	13	99	21.8
		1958	9,748	2,143,167	2,179,159	59,826	98,089	60.9	6,895,098	2,711,845	349	56	88	17.8
	Western Pacific	1959	1,188	265,532	270,266	18,923	10,353	66.7	678,704	282,704	44	..	2	4.3
		1958	1,189	223,657	230,302	21,761	9,536	67.2	628,801	269,441	45	..	2	4.3
Southwestern Region	Kansas City Southern	1959	886	121,141	121,141	302	7,605	63.0	573,679	256,252	24	..	1	4.0
		1958	886	106,436	106,436	185	6,444	64.3	472,580	209,154	21	..	1	4.5
	Louisiana & Arkansas	1959	746	84,967	84,967	60	3,722	62.1	295,613	136,975	17	..	..	..
		1958	746	64,902	64,902	....	3,211	62.5	256,052	119,957	16	..	..	..
	Mo.-Kans.-Texas Lines	1959	2,916	221,032	221,032	2,122	10,310	60.5	785,793	353,470	62	..	..	..
		1948	2,915	211,789	211,789	2,021	9,970	62.2	702,235	320,412	73	..	2	2.7
	Missouri Pacific	1959	9,423	1,155,265	1,155,265	8,974	51,048	61.8	3,822,382	1,743,148	217	7	12	5.1
		1958	9,529	1,084,230	1,084,230	8,585	47,753	63.8	3,531,288	1,646,751	187	16	19	8.6
	St. Louis-San Francisco	1959	4,528	577,604	577,604	5,669	22,670	63.7	1,589,643	718,284	94	..	14	13.0
		1958	4,541	534,794	534,794	5,052	20,628	64.1	1,432,745	645,470	96	1	15	13.4
	St. Louis Southw. Lines	1959	1,554	338,840	338,840	4,404	14,578	69.0	950,842	425,040	52	..	1	1.9
		1958	1,554	286,016	286,040	1,491	12,224	70.0	777,293	347,461	52	..	..	..
	Texas & New Orleans	1959	4,148	649,046	649,046	1,820	27,480	62.8	2,019,313	928,121	142	..	1	.7
		1958	4,271	598,829	598,829	745	25,117	62.4	1,812,611	806,363	137	..	2	1.4
	Texas & Pacific	1959	1,822	293,265	293,265	2,704	12,211	61.5	908,179	350,961	38	..	2	5.0
		1958	1,822	240,782	240,782	2,119	11,581	58.5	887,078	332,544	38	..	1	2.6

For the Month of July 1959 Compared with July 1958

Region	Road	Year	Freight cars on line: Home	Foreign	Total	Per Cent B.O.	G.t.m.per train-hr. exc.locos and tenders	G.t.m.per train-mi. excl.locos and tenders	Net ton-mi. per train-mile	Net ton-mi. per l'd car-mile	Net ton-mi. per car-day	Cars-miles per car-day	Net daily ton-mi. per road-me.	Train-miles per train-hour	Miles per loco. per day
New Eng. Region	Boston & Maine	1959	2,039	6,940	8,979	4.0	37,072	2,361	926	27.3	651	39.0	3,967	15.7	71.8
		1958	2,794	6,316	9,110	3.6	37,118	2,374	913	27.3	652	40.5	3,870	15.7	82.8
	N. Y., N. H. & Hartfd	1959	3,307	11,672	14,979	7.6	38,084	2,463	976	26.9	470	28.5	4,451	15.5	127.1
		1958	3,311	10,262	13,573	5.6	40,113	2,562	973	25.8	507	32.9	4,226	15.7	111.8
Great Lakes Region	Delaware & Hudson	1959	5,186	4,316	9,502	8.6	59,878	3,401	1,692	35.4	870	39.9	9,937	17.7	125.8
		1958	6,129	4,321	10,450	7.8	57,202	3,376	1,591	33.5	613	29.8	8,807	17.0	114.3
	Del., Lack. & Western	1959	6,260	6,745	13,005	13.0	50,780	2,895	1,123	27.6	560	34.1	8,460	17.8	137.0
		1958	6,787	6,716	13,503	7.4	48,249	2,735	1,060	27.1	542	33.3	8,247	17.9	134.8
	Erie	1959	12,928	12,409	25,337	7.2	67,411	3,279	1,183	24.2	803	54.2	9,363	20.7	114.7
		1958	11,961	13,120	25,081	6.8	68,823	3,465	1,287	23.9	765	49.4	8,754	20.0	100.8
	Grand Trunk Western	1959	5,800	8,422	14,222	6.4	47,317	2,227	877	29.0	449	26.8	6,542	21.3	99.5
		1958	6,529	6,395	12,924	6.1	48,674	2,289	861	27.3	373	23.3	5,183	21.4	83.8
	Lehigh Valley	1959	6,303	6,318	12,621	11.2	62,093	2,919	1,266	30.1	557	29.7	6,611	21.4	196.0
		1958	7,755	7,615	15,370	10.6	60,578	2,850	1,256	30.7	475	24.6	6,751	21.5	202.4
	New York Central	1959	56,547	67,411	123,958	8.4	55,034	3,196	1,274	31.8	608	34.9	7,502	17.4	150.8
		1958	73,026	55,713	128,739	9.5	49,809	2,881	1,206	31.9	507	29.0	6,602	17.5	143.4
	New York, Chic. & St. L.	1959	10,986	11,778	22,764	14.9	57,089	3,194	1,325	30.6	1,036	56.3	11,369	18.1	152.5
		1958	13,142	10,152	23,294	12.6	59,425	3,197	1,337	30.0	978	52.6	10,419	18.8	129.3
	Pitts. & Lake Erie	1959	3,969	4,615	8,584	8.3	59,192	3,936	2,083	54.3	275	10.1	12,568	15.1	71.7
		1958	8,091	3,375	11,466	8.6	59,000	3,442	2,037	56.8	289	9.1	15,450	17.3	99.9
	Wabash	1959	9,640	6,918	16,558	8.8	72,448	2,935	1,150	28.4	1,064	62.5	7,450	24.8	144.4
		1958	10,819	8,439	19,258	6.0	66,198	3,035	1,177	27.5	876	52.3	7,129	21.9	132.4
Central Eastern Region	Baltimore & Ohio	1959	67,819	27,903	95,722	18.3	52,888	3,303	1,482	34.8	632	31.6	9,932	16.2	98.5
		1958	66,378	35,046	101,424	19.4	54,121	3,330	1,545	36.4	546	25.3	9,654	16.5	80.6
	Bessemer & Lake Erie	1959	7,942	1,083	9,025	5.6	76,238	4,538	2,805	75.4	458	11.2	16,611	17.9	103.5
		1958	8,064	490	8,554	8.7	80,568	5,283	3,404	82.3	583	12.7	22,131	16.6	118.2
	Central RR Co. of New Jersey	1959	4,134	9,201	13,335	16.9	39,169	2,786	1,425	37.7	342	14.5	8,142	14.6	81.6
		1958	4,557	7,828	12,385	19.2	39,707	2,891	1,408	37.7	332	14.3	7,411	14.3	78.6
	Chicago & Eastern Ill.	1959	3,927	2,869	6,796	18.3	58,255	3,290	1,582	37.2	828	36.7	6,215	17.9	125.4
		1958	2,958	3,148	6,106	13.0	53,320	2,984	1,436	36.8	899	39.4	6,350	17.9	142.3
	Elgin, Joliet & Eastern	1959	7,260	5,310	12,570	4.6	21,316	2,755	1,364	41.2	147	6.4	10,465	8.1	50.0
		1958	8,160	4,550	12,710	6.6	22,350	2,760	1,460	43.2	188	7.1	9,986	8.4	54.1
	Pennsylvania System	1959	115,850	83,297	199,148	17.0	52,897	3,058	1,339	33.1	538	27 4	10,857	17.8	124.9
		1958	129,542	66,877	196,419	15.8	54,337	3,146	1,396	33.4	508	25.3	10,083	17.8	104.4
	Reading	1959	20,704	13,775	34,479	18.8	47,309	3,100	1,493	42.3	334	14.7	8,668	15.3	55.8
		1958	19,561	13,235	32,796	17.6	47,478	3,024	1,471	41.6	343	14.9	8,681	15.7	52.7
	Western Maryland	1959	8,531	2,943	11,474	4.7	46,811	3,143	1,613	46.2	567	21.9	7,093	15.2	128.1
		1958	9,271	3,081	12,352	4.5	48,522	3,289	1,804	48.6	630	22.2	8,548	15.0	108.2
Pocahontas Region	Chesapeake & Ohio	1959	66,261	30,130	96,391	6.4	68,085	3,669	1,929	46.3	684	27.6	12,677	18.6	58.4
		1958	68,659	25,881	94,540	3.5	74,852	3,976	2,160	48.6	756	28.8	14,338	18.9	60.4
	Norfolk & Western	1959	43,821	8,540	52,361	3.0	85,063	4,641	2,404	50.5	808	30.1	18,547	18.6	109.0
		1958	45,878	6,730	52,608	6.4	84,306	4,645	2,449	51.4	786	28.6	19,635	18.5	92.5
	Rich., Fred. & Potomac.	1959	117	1,034	1,151	3.0	90,647	4,220	1,663	27.1	1,613	96.3	16,252	21.5	79.3
		1958	163	915	1,078	2.9	83,463	4,213	1,520	24.6	1,425	98.9	15,291	19.8	79.7
	Virginian	1959	12,990	1,029	14,019	1.7	72,043	4,738	2,583	52.7	637	23.0	14,213	15.5	49.6
		1958	13,734	1,391	15,125	3.2	70,113	4,713	2,557	54.8	560	20.3	13,885	15.1	48.6
Southern Region	Atlantic Coast Line	1959	19,050	15,694	34,744	3.8	46,425	2,750	1,243	34.9	705	34.9	4,581	16.9	188.6
		1958	22,897	13,059	35,956	4.5	45,129	2,506	1,055	32.2	564	31.6	3,862	18.1	172.9
	Central of Georgia	1959	3,446	5,579	9,025	3.7	49,919	2,840	1,373	37.1	901	38.5	4,965	17.6	193.0
		1958	4,468	4,477	8,945	4.1	49,458	2,802	1,276	35.3	840	37.9	4,217	17.7	175.7
	Florida East Coast	1959	593	2,651	3,244	.5	46,581	2,866	1,120	32.1	872	50.4	4,993	16.3	51.8
		1958	828	2,654	3,482	1.4	41,549	2,334	912	32.5	790	47.4	4,880	17.9	56.2
	Gulf, Mobile & Ohio	1959	7,051	9,493	16,544	5.1	72,864	3,756	1,771	33.6	908	41.5	5,532	19.4	101.0
		1958	7,232	9,614	16,846	7.0	70,252	3,576	1,658	33.1	809	37.7	5,132	19.7	100.0
	Illinois Central	1959	26,645	19,718	46,363	4.8	59,473	3,149	1,437	33.8	967	47.1	7,093	19.0	94.4
		1958	28,505	20,243	48,748	3.8	56,386	3,160	1,445	33.6	880	42.8	6,590	18.0	90.7
	Louisville & Nashville	1959	36,624	14,628	51,252	8.7	50,580	2,872	1,402	37.8	746	32.6	6,662	17.7	181.5
		1958	38,163	13,825	51,988	7.5	48,389	2,777	1,320	37.4	687	32.0	6,255	17.5	191.8
	Seaboard Air Line	1959	17,090	12,028	29,118	3.2	54,062	2,909	1,328	36.0	826	39.6	5,872	18.9	157.1
		1958	17,435	10,176	27,611	3.3	50,706	2,633	1,146	34.0	748	38.4	5,078	19.6	141.5
	Southern	1959	19,572	26,542	46,114	4.6	55,280	3,059	1,413	32.1	825	40.3	6,179	18.1	151.9
		1958	21,309	24,900	46,209	4.8	49,028	2,843	1,281	31.5	703	35.9	5,357	17.3	153.0
Northwestern Region	Chicago & North Western	1959	23,853	25,083	48,936	5.5	54,909	2,894	1,104	32.0	667	36.4	3,461	19.0	172.1
		1958	23,930	28,683	52,613	5.1	51,744	2,902	1,118	30.0	588	33.5	3,149	17.9	164.6
	Chicago Great Western	1959	2,262	4,448	6,710	3.2	70,399	3,771	1,763	34.5	1,243	56.7	5,515	18.7	180.3
		1958	2,197	3,944	6,141	3.5	69,864	3,866	1,805	33.6	1,286	58.8	5,232	18.1	173.1
	Chic., Milw., St. P. & Pac.	1959	30,218	24,636	54,854	4.8	63,907	3,227	1,402	31.8	734	38.5	3,741	19.8	92.0
		1958	34,566	27,341	61,907	5.0	60,620	3,085	1,301	31.3	612	34.0	3,501	19.7	105.3
	Duluth, Missabe & Iron Range	1959	13,684	367	14,051	2.3	87,502	5,170	3,227	64.8	488	15.4	11,611	18.2	30.4
		1958	14,131	764	14,895	4.7	106,257	6,346	3,928	69.3	850	23.8	22,194	17.9	40.1
	Great Northern	1959	25,127	24,596	49,723	3.0	63,884	3,304	1,557	36.2	1,064	47.6	5,862	19.6	123.9
		1958	25,129	22,412	47,541	3.8	59,609	3,198	1,516	36.9	1,003	44.8	5,428	18.9	124.6
	Minneap., St. P. & S. St. Marie	1959	7,285	7,958	15,243	4.3	49,278	2,432	1,156	32.0	923	47.1	3,195	20.4	127.3
		1958	7,403	6,630	14,033	6.2	46,704	2,220	1,016	31.4	876	42.5	2,875	21.1	138.8
	Northern Pacific	1959	18,574	19,624	38,198	3.4	61,188	2,935	1,268	31.6	976	51.4	5,271	20.9	119.8
		1958	19,183	16,809	35,992	3.9	62,659	3,005	1,344	31.6	919	45.4	4,854	20.9	108.8
	Spokane, Portland & Seattle	1959	1,347	4,617	5,964	3.0	39,579	2,693	1,245	30.7	1,037	47.4	6,113	14.8	94.0
		1958	1,643	4,430	6,073	3.6	39,864	2,707	1,260	30.6	947	42.7	5,987	14.8	89.3
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.)	1959	55,363	32,399	87,762	3.6	72,471	2,961	1,095	27.6	1,055	63.9	7,549	24.5	158.2
		1958	59,433	28,439	87,872	6.8	75,600	3,401	1,337	28.7	1,035	57.2	7,365	22.3	124.2
	Chic., Burl. & Quincy	1959	23,195	19,043	42,238	3.2	62,069	2,926	1,228	30.7	1,029	56.6	4,990	21.3	170.8
		1958	24,178	20,081	44,259	4.0	61,229	3,066	1,285	30.9	963	53.4	4,756	20.0	157.6
	Chic., Rock I. & Pac.	1959	15,605	21,743	37,348	5.3	56,560	2,783	1,175	32.9	995	52.2	5,348	20.4	188.5
		1958	16,912	25,637	42,549	5.0	57,859	2,942	1,230	32.9	854	44.8	5,006	19.8	180.1
	Denver & R. G. Wn.	1959	9,454	6,864	16,318	5.2	68,986	3,186	1,451	30.6	802	36.4	5,747	21.7	109.0
		1958	8,832	7,114	15,946	4.8	70,791	3,435	1,610	32.1	871	38.0	6,133	20.7	101.6
	Southern Pacific	1959	34,110	49,640	83,750	2.5	66,439	3,190	1,245	28.2	1,123	65.4	11,505	21.1	122.4
		1958	35,345	43,769	79,114	2.0	66,563	3,222	1,211	27.3	1,107	68.8	10,502	20.9	112.4
	Union Pacific	1959	34,213	33,385	67,598	1.8	84,106	3,047	1,175	26.8	1,324	81.9	8,983	27.8	175.9
		1958	33,653	34,936	68,589	2.1	83,441	3,238	1,274	27.6	1,316	78.1	8,974	25.9	153.8
	Western Pacific	1959	2,868	2,878	5,746	2.5	73,564	2,566	1,069	27.3	1,620	88.9	7,676	28.8	209.2
		1958	2,760	2,943	5,703	2.5	73,065	2,828	1,212	28.3	1,498	78.9	7,310	26.0	179.5
Southwestern Region	Kansas City Southern	1959	2,268	5,663	7,931	5.0	94,185	4,754	2,123	33.7	1,025	48.3	9,330	19.9	200.6
		1958	2,888	4,212	7,100	5.3	88,004	4,446	1,968	32.5	964	46.2	7,615	19.8	178.9
	Louisiana & Arkansas	1959	1,950	3,269	5,219	6.3	68,208	3,492	1,618	36.8	836	36.6	5,923	19.6	192.6
		1958	2,509	2,634	5,143	7.5	79,004	3,946	1,849	37.4	719	30.8	5,187	20.0	151.3
	Mo.-Kans.-Texas Lines	1959	5,275	5,598	10,873	8.6	57,315	3,562	1,602	34.3	920	44.4	3,910	16.1	123.6
		1948	5,653	7,624	13,277	9.2	53,791	3,355	1,531	32.1	691	34.6	3,546	16.2	96.4
	Missouri Pacific	1959	24,813	21,029	45,842	8.0	66,104	3,324	1,516	34.1	1,164	55.1	5,967	20.0	173.5
		1958	24,578	23,293	47,871	7.5	62,695	3,270	1,525	34.5	1,109	50.4	5,575	19.2	172.4
	St. Louis-San Francisco	1959	10,283	11,007	21,290	1.8	55,679	2,764	1,249	31.7	1,075	53.3	5,117	20.2	191.0
		1958	11,676	6,597	18,273	2.2	52,994	2,694	1,214	31.3	1,025	51.1	4,585	19.8	169.3
	St. Louis Southw. Lines	1959	2,193	3,072	5,265	2.2	67,816	2,813	1,258	29.2	2,229	110.8	8,823	24.2	225.1
		1958	2,559	3,728	6,287	2.9	63,489	2,728	1,219	28.4	1,690	84.0	7,213	23.4	185.4
	Texas & New Orleans	1959	6,825	15,988	22,813	1.6	71,140	3,135	1,441	33.8	1,346	63.5	7,218	22.9	156.7
		1958	7,049	14,961	22,010	1.9	66,467	3,050	1,357	32.1	1,161	58.0	6,090	22.0	147.7
	Texas & Pacific	1959	3,403	4,762	8,165	3.8	74,186	3,107	1,201	28.7	1,330	75.3	6,214	24.0	253.8
		1958	3,798	5,488	9,286	4.0	78,461	3,696	1,385	28.7	1,120	66.7	5,888	21.3	212.3

Compiled by the Bureau of Transport Economics and Statistics, Interstate Commerce Commission. Subject to revision.

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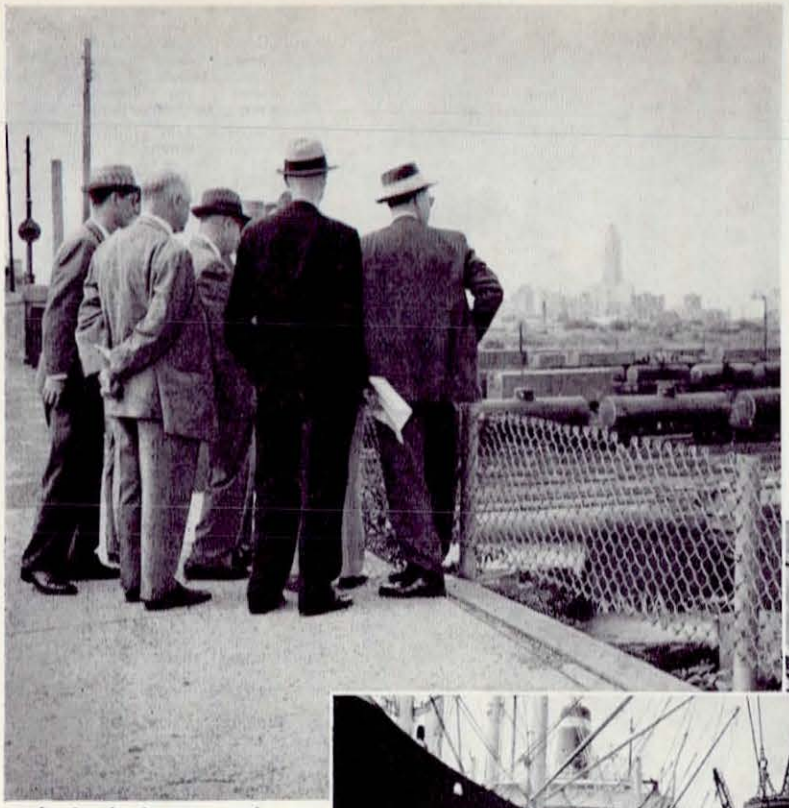
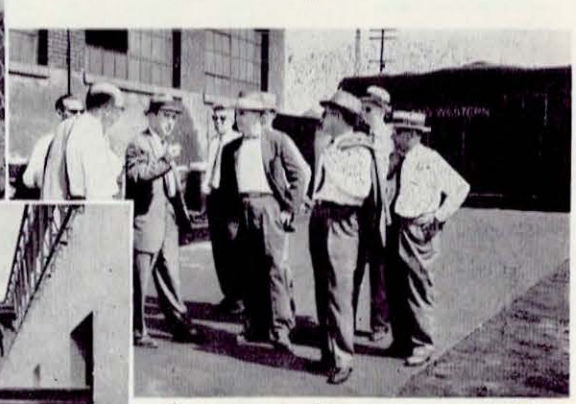


◆ Analyzing operations along the line.



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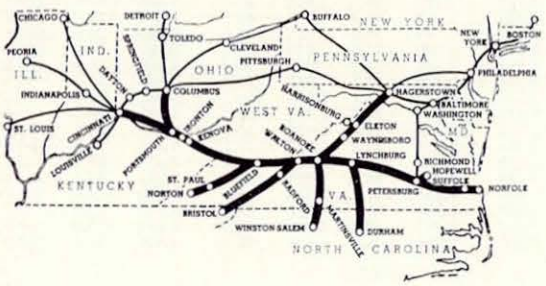

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By B. P. ROSANOFF
Transportation and Facilities Research Division, U. S. Department of Agriculture

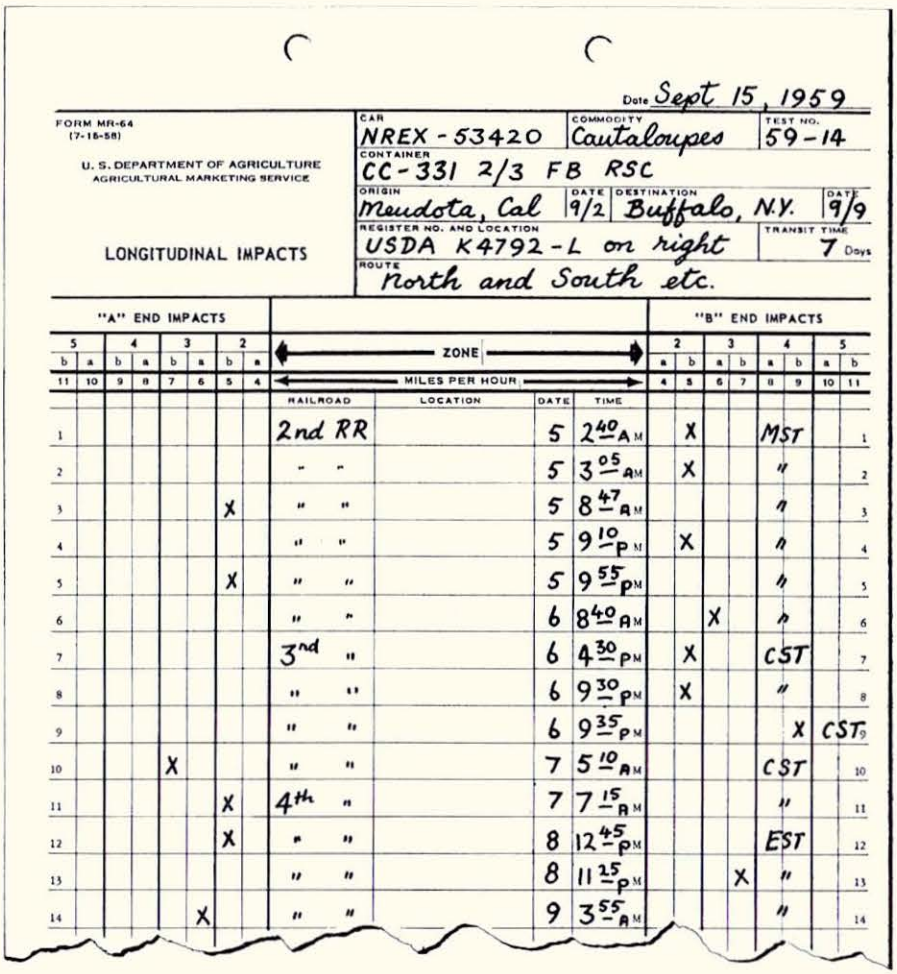
Abstracting tapes from impact registers according to the direction of the impact force appears to have definite advantages when a new type of container or a modified loading arrangement is under study.

This can be easily done if registers are mounted with hasps down on right sidewalls of cars, looking toward the "B" end. Inscriptions on register tapes will then correspond with the layout of a form (reproduced herewith) which the U. S. Department of Agriculture uses for this purpose. "A" end impacts will be recorded on the left of the tape and on the left side of the form; "B" end impacts on the right of both tape and form. This procedure permits more thorough analysis of lading damage.

For example, a solid load of homogenous freight subjected to a heavy initial impact at, say, the "B" end of the car would logically suffer maximum damage at that end of the load, with severity diminishing in successive stacks. A shift *from* the other end would be normal if any slack in the load were taken up, or if containers at the "B" end had yielded to compression. A subsequent impact at the "A" end would shift the load back, but damage resulting from this impact would be separate and distinct from damage previously produced at the "B" end of the car. A succession of lighter impacts following a heavy impact at the same end of the car would not add appreciably to the damage already existing. It follows that the heaviest impacts (one in each direction) can be considered the "controlling" impacts—assuming, of course, that there is not too much shift because of loose loading.

The accompanying tape abstract from a car of California cantaloupes illustrates the point. The register recorded six impacts at the "A" end; eight at the "B" end. The 9-mile impact at the "B" end was the heaviest, and accounted for much of the damage scored at that end. Any damage produced by the lighter impacts at the "B" end was certainly increased by the subsequent 9-mile impact. Less container and product damage was scored at the "A" end of the car, which sustained a maximum impact of 7 mph. Some container failures in the bottom layer were attributed to tripping and to moisture absorption which impaired the structural stability of the fiberboard boxes.

This may be an over-simplification of a problem which admittedly demands more research, but the procedure outlined does give the impact register tape added significance.



Date Sept 15, 1959

FORM MR-64 (7-15-58)
U. S. DEPARTMENT OF AGRICULTURE
AGRICULTURAL MARKETING SERVICE

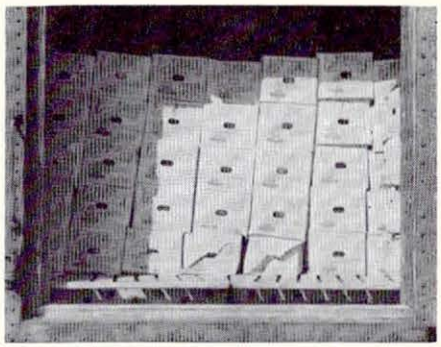
LONGITUDINAL IMPACTS

CAR: NREX - 53420 | COMMODITY: Cantaloupes | TEST NO.: 59 - 14
CONTAINER: CC - 331 2/3 FB RSC
ORIGIN: Meudota, Cal | DATE: 9/2 | DESTINATION: Buffalo, N.Y. | DATE: 9/9
REGISTER NO. AND LOCATION: USDA K4792 - L on right | TRANSIT TIME: 7 Days
ROUTE: North and South etc.

"A" END IMPACTS								ZONE / MILES PER HOUR				"B" END IMPACTS							
5		4		3		2						2		3		4		5	
b	a	b	a	b	a	b	a					a	b	a	b	a	b	a	b
11	10	9	8	7	6	5	4					4	5	6	7	8	9	10	11

	RAILROAD	LOCATION	DATE	TIME
1	2nd RR		5	2 40 AM
2	" "		5	3 05 AM
3	" "		5	8 47 AM
4	" "		5	9 10 PM
5	" "		5	9 55 PM
6	" "		6	8 40 AM
7	3rd "		6	4 30 PM
8	" "		6	9 30 PM
9	" "		6	9 35 PM
10	" "		7	5 10 AM
11	4th "		7	7 15 AM
12	" "		8	12 45 PM
13	" "		8	11 25 PM
14	" "		9	3 55 AM

NINE-MILE IMPACT at "B" end was the heaviest received by this car. It accounted for much of the product damage scored in that half. There was less container and product damage in the "A" end of the car, which, as the lefthand columns of this form show, sustained no impact above 7 mph.



OVERTURNING EFFECT from impacts occurring at the "B" end of the car is revealed in this view looking into the doorway.

This article is an individual contribution from the author; not an official USDA release.

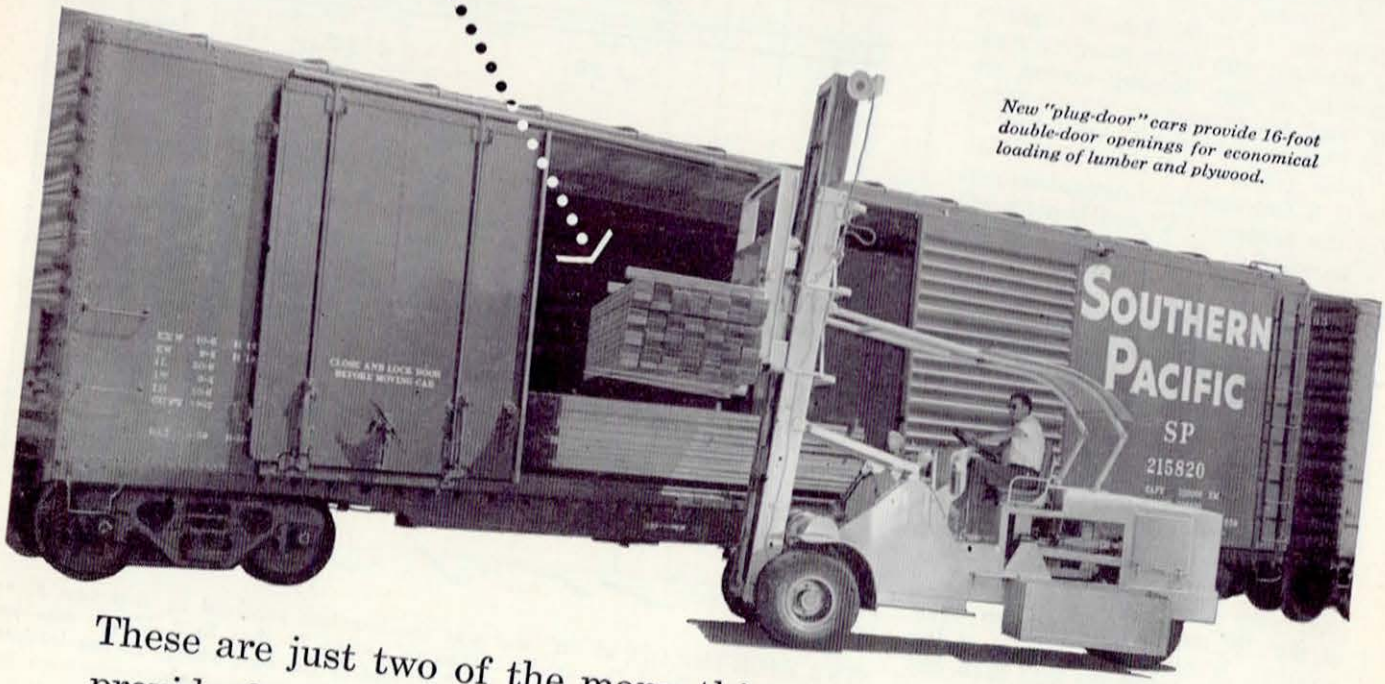
GOOD NEWS FOR LUMBER SHIPPERS

THE WEST'S LARGEST FLEET OF WIDE-DOOR BOX CARS IS GROWING LARGER!

In our continuing car-building program, the needs of lumber shippers are always of prime importance.

"INCENTIVE" RATES AND MODERN PRICING!

Because pricing is so important to the lumber industry and to us, our rates are under constant study. Recent major adjustments include business-stimulating "incentive" rates from Oregon, California and Washington to California and Arizona.



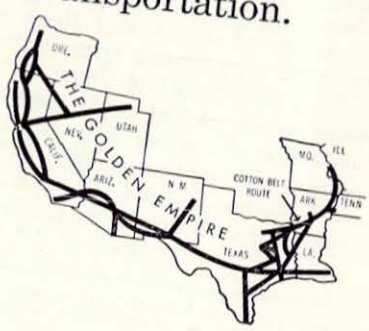
New "plug-door" cars provide 16-foot double-door openings for economical loading of lumber and plywood.

These are just two of the many things we are doing *today* to provide the kind of modern transportation lumber shippers need.

Southern Pacific and the Western lumber industry grew up together. As the industry continues to expand, we will match that *future* growth with resourceful, progressive transportation.

Southern Pacific

THE NATION'S LARGEST CARRIER OF LUMBER AND LUMBER PRODUCTS



Dividends Declared

AKRON, CANTON & YOUNGSTOWN.—50¢, paid Oct. 15 to holders of record Oct. 1.

ALABAMA GREAT SOUTHERN.—ordinary, $4, semiannual; 6% participating preferred, $4, semi-annual, both payable Dec. 24 to holders of record Dec. 4.

ALGOMA CENTRAL & HUDSON BAY.—common, 25¢; 6% preferred, 75¢, quarterly, both payable Dec. 1 to holders of record Nov. 15.

ATCHISON, TOPEKA & SANTA FE.—30¢ quarterly, payable Dec. 7 to holders of record Oct. 30.

ATLANTIC COAST LINE.—50¢, quarterly; 50¢, extra, both payable Dec. 11 to holders of record Nov. 4.

BESSEMER & LAKE ERIE.—$1.50 preferred, 75¢ semiannual, paid Oct. 1 to holders of record Sept. 15.

CAROLINA, CLINCHFIELD & OHIO.—guaranteed, $1.25, quarterly, paid Oct. 20 to holders of record Oct. 9.

CHARLESTOWN & WESTERN CAROLINA.—65¢, payable Dec. 11 to holders of record Nov. 4.

CHICAGO GREAT WESTERN.—common, 50¢, quarterly, paid Oct. 6 to holders of record Sept. 25; stock dividend, 2½%, payable Jan. 5, 1960, to holders of record Dec. 15, 1959.

CHICAGO, ROCK ISLAND & PACIFIC.—40¢, quarterly, paid Sept. 30 to holders of record Sept. 24.

CLEVELAND & PITTSBURGH.—4% preferred, 50¢, quarterly; 7% regular guaranteed, 87½¢, quarterly, both payable Dec. 1 to holders of record Nov. 10; special guaranteed, 50¢, quarterly; 7% guaranteed, 87½¢, quarterly, both payable Dec. 1 to holders of record Nov. 10.

CLEVELAND, CINCINNATI, CHICAGO & ST. LOUIS.—5% preferred, $1.25, quarterly, payable Oct. 31 to holders of record Oct. 21.

DELAWARE.—$1, semiannual, payable Jan. 2, 1960, to holders of record Dec. 15, 1959.

ERIE & PITTSBURGH.—guaranteed, 87½¢, quarterly, payable Dec. 10 to holders of record Nov. 30.

LOUISVILLE & NASHVILLE.—$1.25, quarterly, payable Dec. 11 to holders of record Nov. 2.

MAHONING COAL.—$7.50, quarterly, paid Oct. 1 to holders of record Sept. 28.

NORFOLK & WESTERN.—4% adjusted preferred, 25¢, quarterly, payable Nov. 10 to holders of record Oct. 16.

NORTHERN OF NEW HAMPSHIRE.—$1.50, quarterly, payable Oct. 31 to holders of record Oct. 15.

NORTHERN PACIFIC.—50¢, quarterly, payable Oct. 30 to holders of record Oct. 9.

ONTARIO & QUEBEC.—$3, semiannual, payable Dec. 1 to holders of record Oct. 30.

PITTSBURGH & LAKE ERIE.—$1, quarterly, paid Oct. 16 to holders of record Oct. 2.

PITTSBURGH, FORT WAYNE & CHICAGO.—common, $1.75, quarterly; 7% preferred, $1.75, quarterly, both payable Jan. 5, 1960, to holders of record Dec. 10, 1959.

PITTSBURGH, YOUNGSTOWN & ASHTABULA.—7% preferred, $1.75, quarterly, payable Dec. 1 to holders of record Nov. 20.

ST. LOUIS-SAN FRANCISCO.—25¢, semiannual, payable Dec. 15 to holders of record Dec. 1.

TEXAS & PACIFIC.—$1.25, quarterly, paid Sept. 30 to holders of record Sept. 24.

VERMONT & MASSACHUSETTS.—$3, semiannual, paid Oct. 7 to holders of record Sept. 28.

VIRGINIAN.—common, 50¢, quarterly, paid Sept. 15 to holders of record Aug. 31; 6% preferred, 15¢, quarterly, payable Nov. 2, 1959; Feb. 1, May 2 and Aug. 1, 1960, to holders of record Oct. 16, 1959, Jan. 15, April 15 and July 15, 1960, respectively.

WESTERN MARYLAND.—stock dividend, 2½-for-1 split has been approved by the ICC; common, 90¢, quarterly; 4% preferred, $1, quarterly; 5% preferred, 37½¢, quarterly; 7% preferred, $1.75, quarterly, all paid Sept. 29 to holders of record Sept. 17.

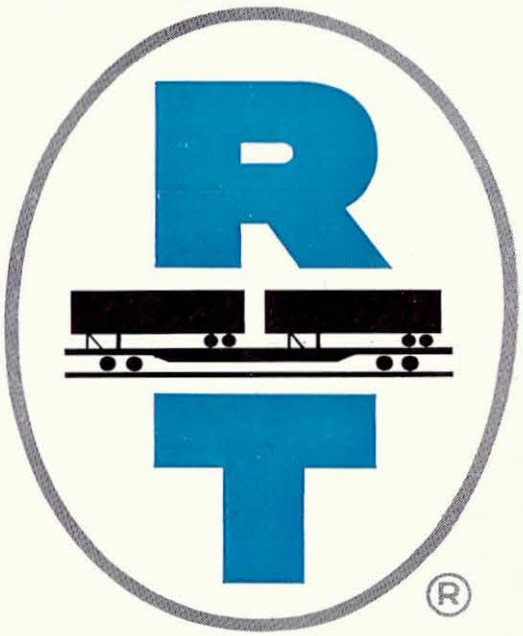
WESTERN PACIFIC.—75¢, quarterly, payable Nov. 16, to holders of record Nov. 2; 5% stock dividend and a 200% stock distribution, subject to approval of ICC.

WEST JERSEY & SEASHORE.—$1.50, semiannual, payable Jan. 2, 1960, to holders of record Dec. 15, 1959.

WHEELING & LAKE ERIE.—common $1.43½¢, quarterly; 4% preferred, $1, quarterly, both payable Nov. 2 to holders of record Sept. 11.

THE "PIONEER IN PIGGYBACK"

RAIL-TRAILER . . .
SERVING PIGGYBACK
IN ALL ITS PHASES!



Today, a growing roster of leading carriers have found in The Rail-Trailer Company the answer to swift transportation expansion and economy.

Operating the nation's largest finest fleet of piggyback trailers, R-T (Rail-Trailer) is unique in its ability to serve rails, motor carriers and freight forwarders. Pioneer in the industry, R-T offers major advances and technical skills of benefit to all contemplating the use of piggyback!

"Cut expansion problems down to size . . . " that's the mission of R-T's staff of seasoned experts. The results are proven coast to coast in every transport field. Apply the story to your business . . . communicate with Rail-Trailer.

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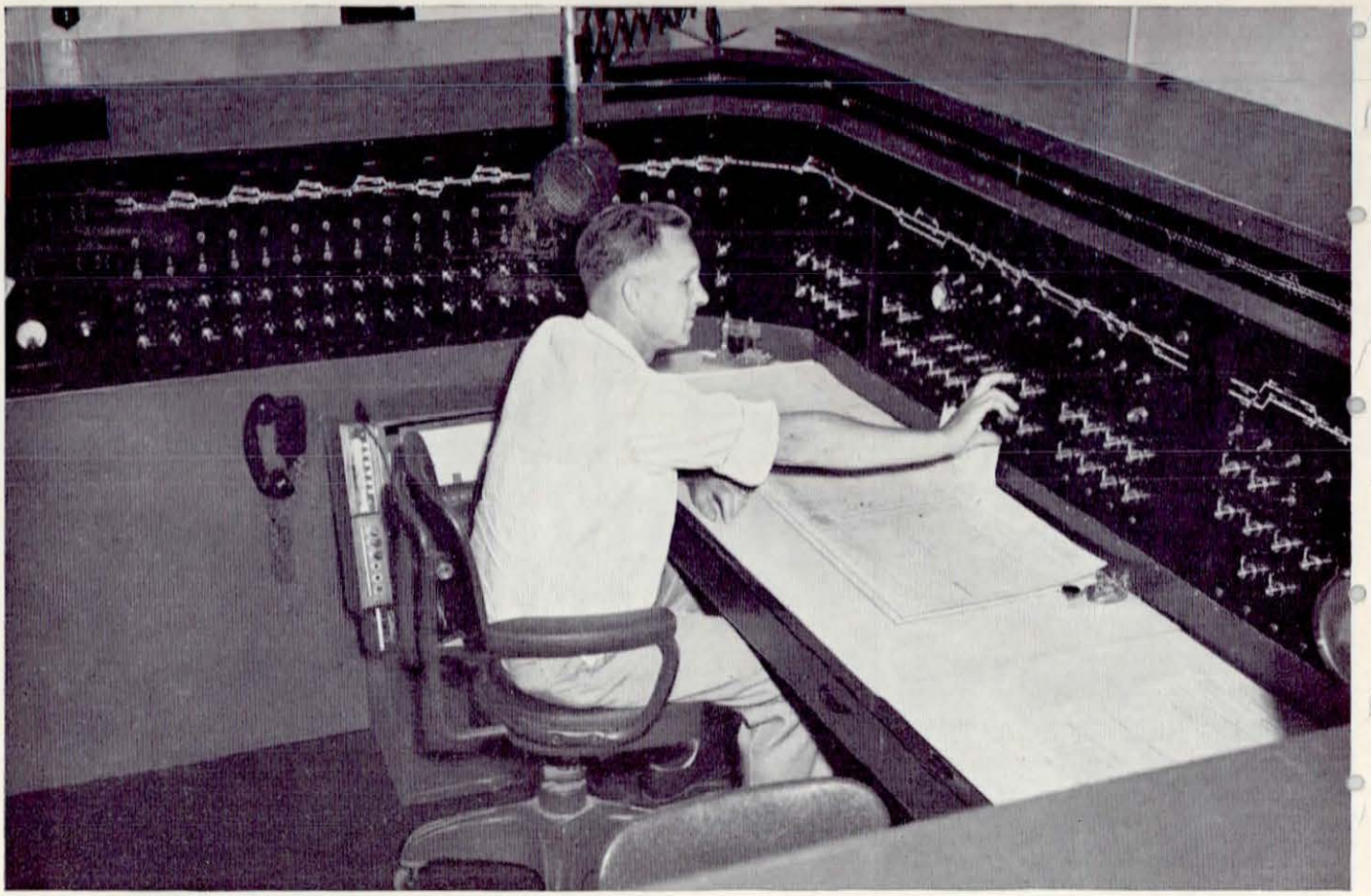


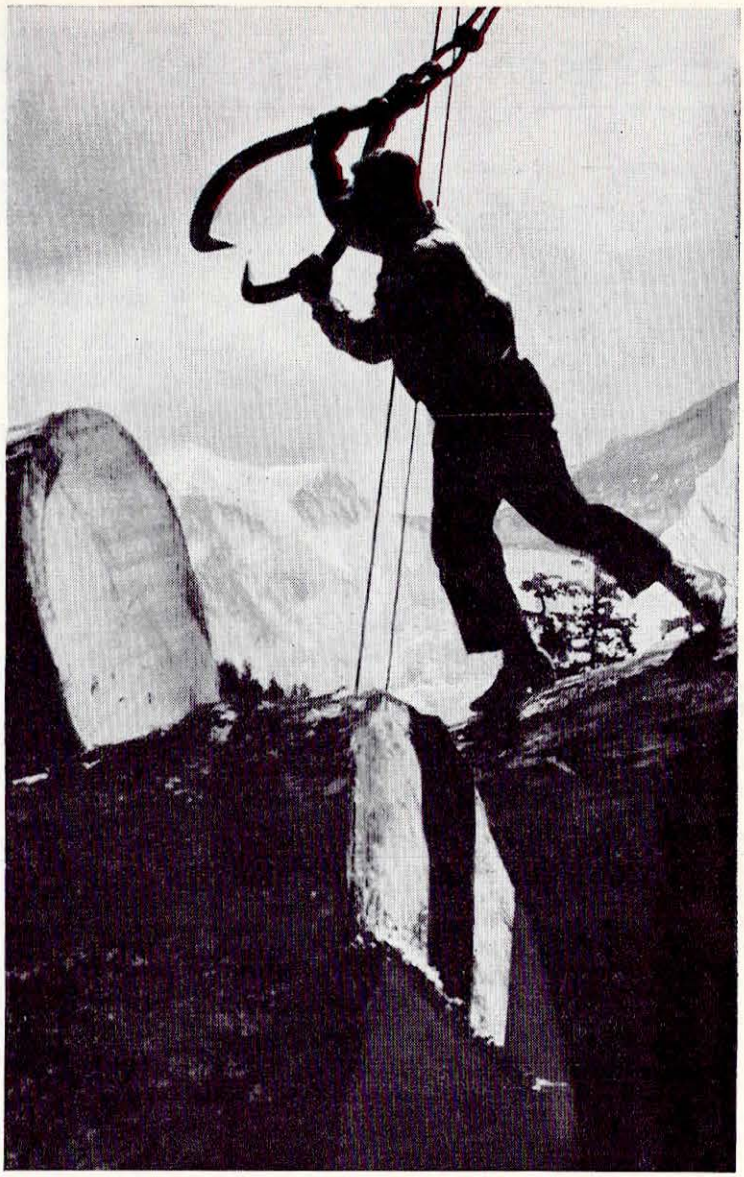
THE "GO-AHEAD" SIGNAL has just been given for 91 more miles of Centralized Traffic Control on Northern Pacific track in Montana. The new stretch, scheduled for completion in late 1960, will carry the 240-mile Missoula-Livingston segment east to Park City, Montana. Dispatcher in Glendive will control 20 siding switches and 60 signals to speed freight along the route. Illustrated here is the control room for Missoula-Livingston segment now in operation.

WHATEVER YOU SHIP, Northern Pacific offers a truly progressive approach to freight hauling—backed with the kind of modern service and equipment that mean fast, dependable delivery.

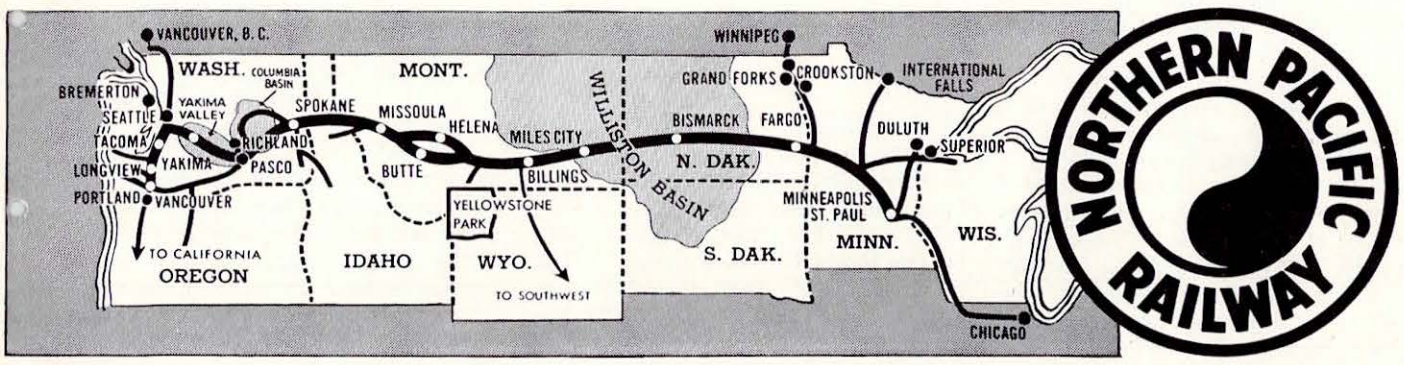
If you have a shipping problem, or are looking for a choice industrial site, chances are we can help you. For a quick reply, call your local NP traffic representative, or write Otto Kopp, Vice President—Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.

NORTHERN PACIFIC—really terrific!

GETTING THE WORD between numerous Northern Pacific traffic offices takes only seconds — thanks to direct teletype equipment. Faster communication means faster, more efficient freight service—another good reason for shipping Northern Pacific!



HOOKING UP the *right* freight car for the need is regular practice on NP. Customized cars—many built in NP's own shops—are ready to handle almost any requirement—from giant timbers to perishable goods. NP's freight car building program calls for a $12 million expenditure this year alone.



Letters from Readers

'Frustration'—Not 'Lethargy'

Salt Lake City, Utah

To the Editor:

Your timely articles on Shipper Advisory Board activities (RA, Apr. 27, p. 51; June 29, p. 51) are of interest to many shippers . . .

However, I question whether, in the titles, the word "lethargy" is exactly the proper description . . . I believe a more appropriate word to express the feeling of most shippers is "frustration."

As I examine the record of attendance at the various regional boards, during the past year in particular, railroad officers are conspicuous by their absence. Many freight solicitors, general agents, some freight traffic managers, etc., do attend. But they are the same people we see regularly. They are not the people who can do anything about the problems which confront shippers. At the meetings I have attended, some very worthwhile suggestions have been made by shipper members. While we make no pretense of knowing how to operate the railroads—and no such knowledge is implied—nevertheless we are invited to these meetings to work out our common problems. This presumes that suggestions for betterment of operations, etc., will be made by the shippers.

In my own case, in my semiannual messages to the board, I have made specific observations. But I have never yet received a comment, either adverse or favorable, from a railroad officer, on the views I have expressed on behalf of shipper members and myself. It is quite obvious that our efforts to see improvement in our shipping arrangements with the carriers, as proposed in our advisory board meetings, are not getting through to the right railroad people.

Further, through the years, we have been discussing the same subjects. We talk about LCL freight . . . the clean car campaign . . . car supply and car service, to the point where we recognize that discussion becomes rather commonplace and of little value because there is no improvement and none indicated for the future by the carriers themselves.

Today, there are many vital and urgent matters in shipper-carrier relationships which could be handled through an advisory board meeting. If top railroad officers attended, at least in their own territories, our meetings could be of infinitely more value—particularly if we expanded the "authorized" subjects for discussion. If the boards are going to survive—and there is need for them—it will be necessary, in my opinion, that there be a complete overhauling of subjects to be discussed and the attitude of the railroads about them.

Shippers are doing their part, as evidenced by the top-level traffic men who participate and interest themselves in the work. But their efforts must be matched by top-level railroad officers willing to do something about shippers' needs far beyond the old-line matters on the present agenda of most of the boards.

So far as shippers are concerned, you may be sure it is because of "frustration," rather than "lethargy," that interest in the boards is apparently waning.

W. G. Koplin
Traffic Manager, Salt Lake Hardware Co., and General Chairman, Central Western Shippers Advisory Board

'Parts Loss'

Syracuse, N. Y.

To the Editor:

Congratulations on your write-up in the Sept. 28 issue of Railway Age regarding "Parts Loss Hurts RRs, Shippers."

We as shippers know the problem and have talked many times in meetings regarding missing DF car parts.

Our thanks to you for bringing this out on a national level.

J. Robert Morton
Assistant to President
Vega Industries, Inc.

Seattle, Wash.

To the Editor:

I have read with interest your article, "Parts Loss Hurts RRs, Shippers."

The article was of great interest to those of us involved in this problem of salvaging and repairs to parts in damage-free equipped cars.

There is no question in my mind but what the coverage you have given in your article will bring satisfactory results.

J. H. Gorman
Assistant General Agent
Western Fruit Express Co.

Marinette, Wisc.

To the Editor:

In the Sept. 28 issue of Railway Age, in connection with the article "Parts Loss Hurts RRs, Shippers," we were quite amazed by the statement made by the Evans Co. with regard to loss of crossmembers from their DF cars. They indicated that a study of DF cars covering 600 units over a 2½-year period showed an average of 1.77 crossmembers lost per car per year.

Our company uses the DF type of equipment constantly and it has been a chronic problem with us and a source of much aggravation that the cars are constantly being furnished us without the full complement of crossmembers with the car. Also, it is certainly not at all unusual to have DF cars supplied us which contain only a very few crossmembers and which have completely lost their value as a damage-free car.

We are one shipper who hopes that something can be done to alleviate this problem. It would not only save the carriers from what must be a very costly expense but it would also be a great boon to shippers like ourselves who must rely on this type of equipment to get their product to the marketplace in good condition.

Robert F. Sunstrom, Manager
Traffic Department
Ansul Chemical Co.

Plymouth, Mich.

To the Editor:

I had read the article you ran in Railway Age about shipping equipment and appreciated the way it was presented. I am now glad to hear that some of the shippers are taking a personal interest in seeing that equipment is not removed from the cars.

Every now and then, a railroad or a shipper will report that all crossmembers have been "lost" from a car. Very few crossmembers are lost. Thousands of them are retained at the plants of large industries for later use. Others, of course, are put out on the loading dock because the device is not used as intended.

In most cases, these crossmembers gradually find their way back to the railroad where they belong. With this in mind, every crossmember is stenciled with the railroad name on it. We do have the problem of human nature and we are working constantly to impress on the DF users that the next fellow may need the crossmembers just as badly as they did. Sometimes it works; sometimes it doesn't.

Ben Colman
Vice President
Evans Products Co.

Steady Maintenance

East Greenbush, N. Y.

To the Editor:

I thought your Sept. 21 editorial, "Maintenance Must Be Stabilized," was especially good. Can't someone put a dollar mark on this factor?

The well managed electric power companies have carried out this principle to great length and considerable

(*Continued on page 62*)

FIRST CHOICE...for extra comfort...efficiency...economy!

CABAN IS THE MODERN CABOOSE, CABIN CAR, OR WORK CAR HEATER THAT REALLY DELIVERS THE GOODS IN CREW COMFORT AND PERFORMANCE. PROVIDES 55,000 BTU'S OF CONVECTIVE AND RADIANT HEAT IN CARS OR BUILDINGS OF ALL TYPES, USING READILY AVAILABLE NO. 2 DIESEL OIL. PROVED IN YEARS OF ACTUAL RUGGED CABOOSE SERVICE TO WITHSTAND EVERY SWITCHING, SHUNTING, COUPLING SHOCK . . . ENGINEERED AND BUILT FROM FLOOR TO STACK TO BE THE BEST PERFORMING HEATER EVER MADE FOR RAILROAD USE!

(1) Bolts securely to floor—shock and vibration proof. Heavier, stronger construction: thick cast chambers and extra-heavy steel shell insures longer life. **(2) Built-in draft control:** operates with uniform efficiency, moving or standing still; under all conditions. **(3) Fuel-control valve:** adjusts heat output for greatest economy; greatest comfort. **(4) Built-in table top cook stove:** makes hot meals easier—keeps a big pot of coffee ready for crews anytime...all the time. **(5) Two-way heat:** convective heat for healthy general warmth—*radiant* heat to warm crews quickly and dry wet clothing fast. **(6) Balanced, especially designed draft:** air intake is near the floor; exhausts only *coolest* air ...saves fuel—gives draft-free, uniform comfort. **(7) Lower center of gravity:** added stability under all track conditions. **(8) Specially designed burner:** reliable—foolproof—easy to clean...most economical; efficient fuel burning in any weather. **(9) Easily regulated:** convenient hand-knob permits quick rate-of-fire settings—saves fuel. Available with thermostatic control if desired.

For full information write:

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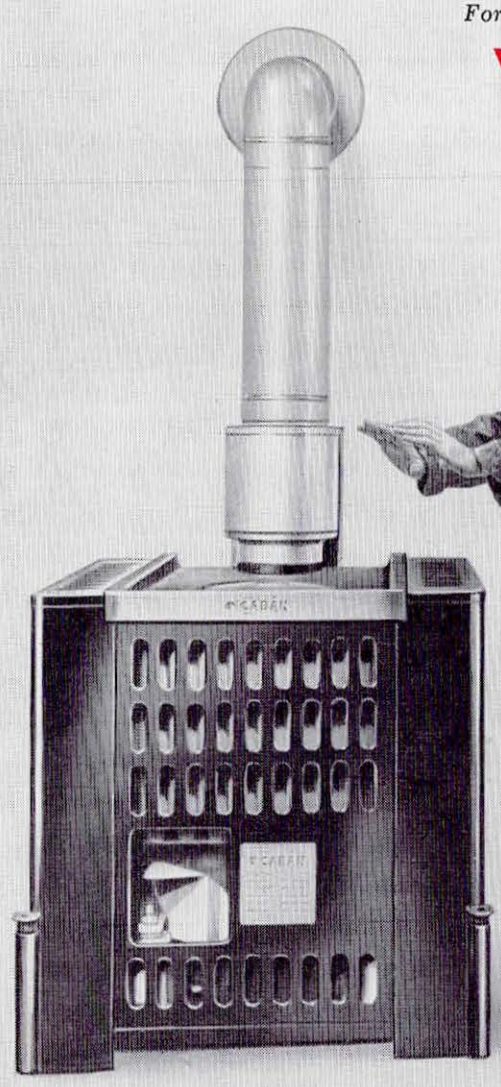
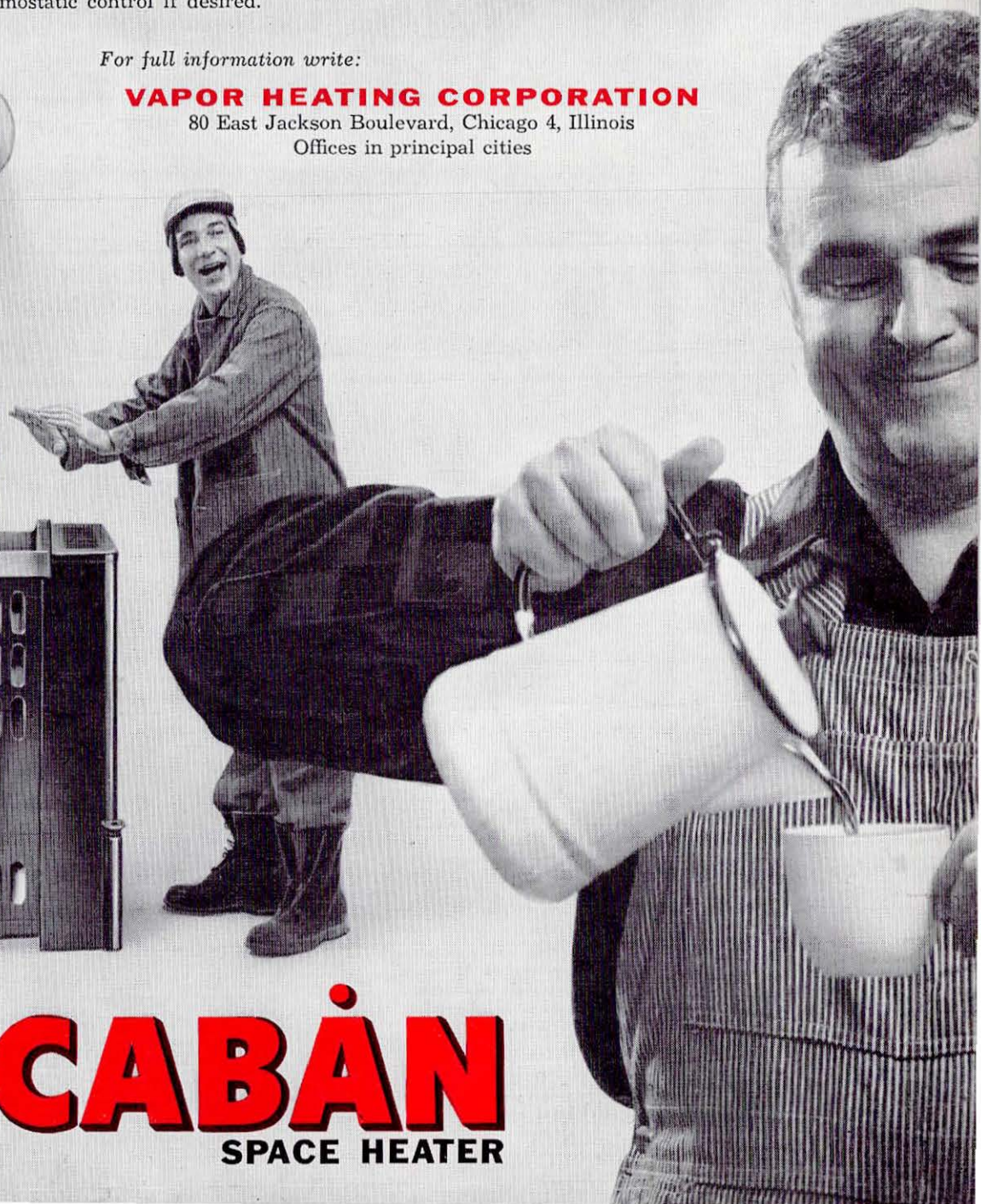




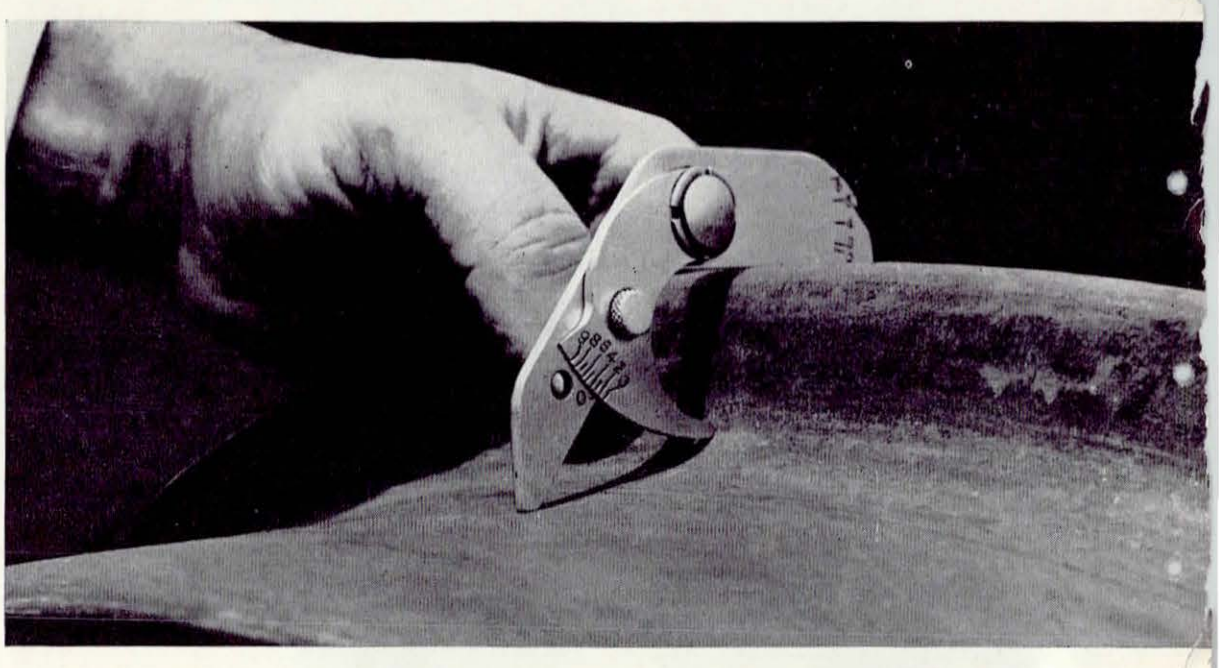
VAPOR

CABAN

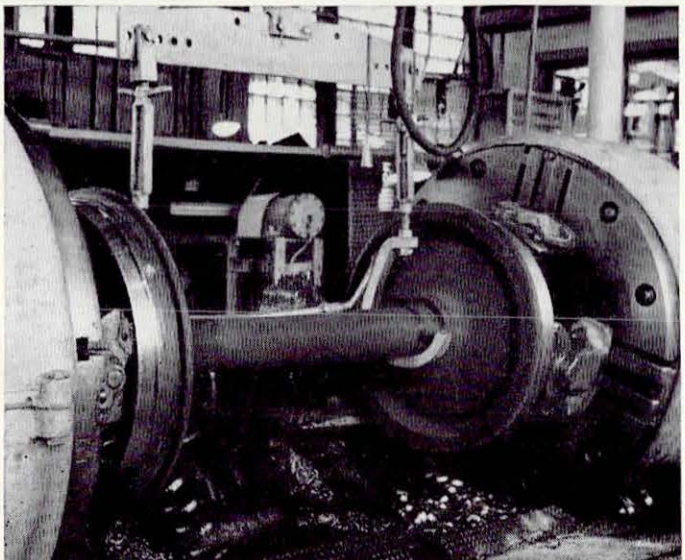
SPACE HEATER

Worn wheels await inspection at B&O Glenwood Shops, Pittsburgh, Pa. New flange and tread contours will be turned on all wheels meeting AAR minimum requirements for interchange service.

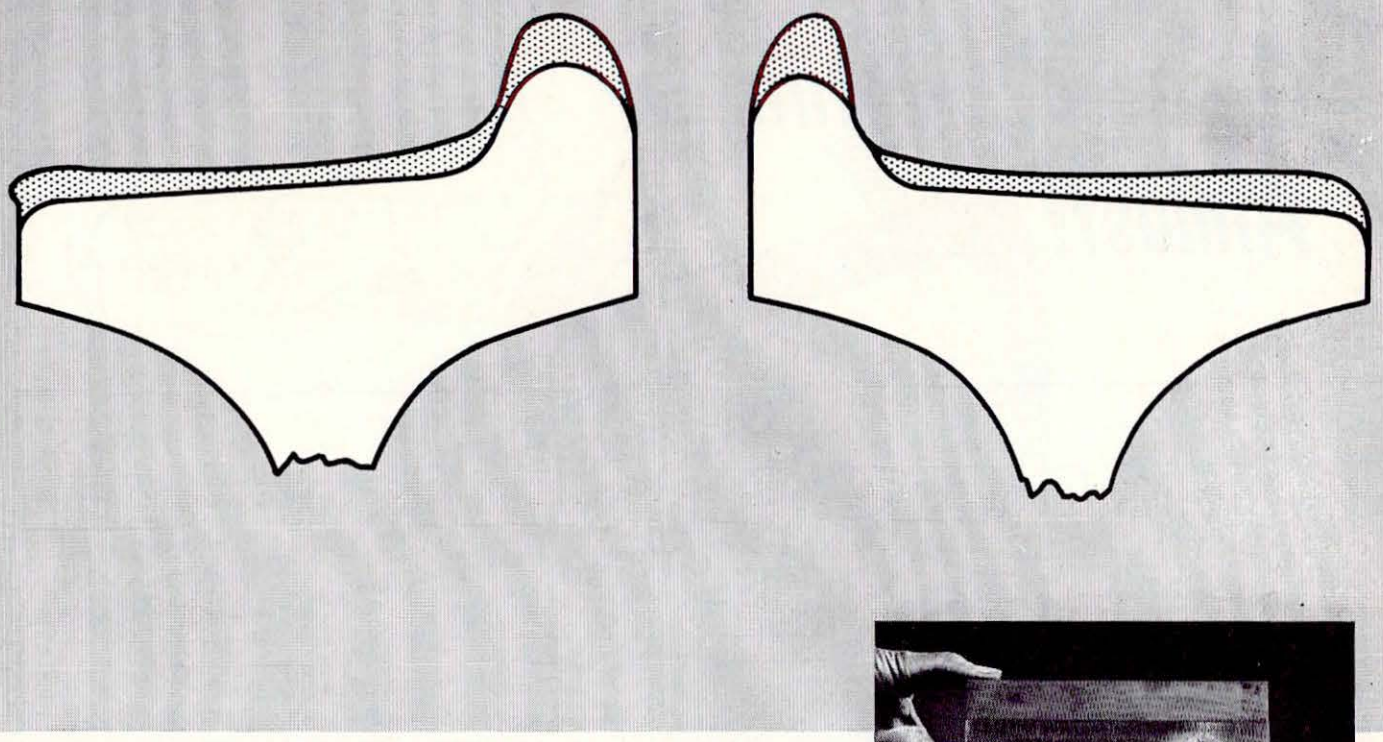
Turning new contours instead of scrapping often saves 75 to 90 pct of cost of new wheel



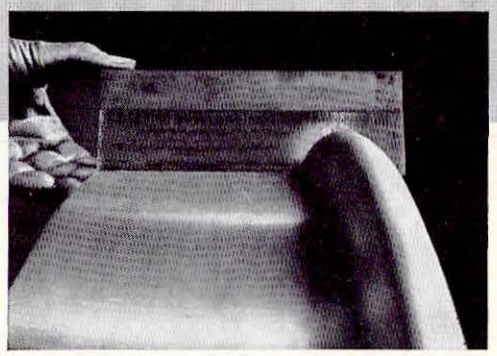
Gaging flange thickness of worn wheel. This wheel (shown at upper right, opposite page) has thin flange condition which can be remedied by turning.



Wheel set mounted in automatic lathe which turns new contours simultaneously on both wheels to assure a mated pair. Rough- and finish-turning take just over an hour.



Actual contour sketches of mated pair of Bethlehem one-wear, wrought-steel wheels at Glenwood Shops of B&O. Shaded area represents metal turned off the wheels to correct thin flange condition in wheel at upper right. (Inset) Gage shows new contour correct for both flange and tread.



How the B&O cuts costs with Bethlehem one-wear wheels

When worn wheels roll into the Baltimore & Ohio Railroad's Glenwood Shops, Pittsburgh, Pa., they are not automatically condemned to the scrap pile.

Far from it . . . *particularly if they are wrought-steel wheels!* B&O engineers have found that these wheels—including Bethlehem one-wear wheels—can be given a whole new lease on life by the simple process of turning new flange and tread contours in a wheel lathe in full accord with AAR Interchange Rules.

Wheel Salvage Pays Off

B&O studies show that the direct cost of machining worn wheels is about the same as that of stripping off the old and mounting brand-new wheels. So the difference between the price of new wheels and the scrap value of the old represents pure savings . . . savings of 75 to 90 pct of the cost of a new wheel. What's more, these turned wheels may, depending upon service conditions, deliver as many additional miles of service as they did before turning!

A Word of Caution

Interchange Rules do not permit the turning of all types of wheels. To be on the safe side—the true economy side—standardize on Bethlehem one-wear, wrought-steel wheels. Bethlehem wheels generally have more than enough metal in the rim to permit turning. They are a known value, combining true economy with highest quality. You can buy them with complete assurance of dependable performance.

BETHLEHEM STEEL COMPANY, Bethlehem, Pa. *Export Distributor:* Bethlehem Steel Export Corporation

BETHLEHEM STEEL

BETHLEHEM STEEL

GOT A SHIPPING PROBLEM? WE'RE GEARED FOR IT!

The Best Direct Link with New England!

Fast moving, coordinated freight service and radio equipped trains give a dependable answer to your shipping problems. Linking New England via NYNH&H, Maybrook Gateway with these rail connections—B&O—CSD; CNJ—RDG—WM; DL&W; Lehigh Valley; Pennsylvania and NYS&W—Seatrain Lines.
For specific schedule or tracing information contact our traffic offices in Boston, Mass.—Chicago, Ill.—Cleveland, Ohio—New Haven, Conn.—New York, N.Y.,—and Pittsburgh, Pa.

R. C. Winchester G.F.T.M.
WARWICK, NEW YORK

LEHIGH and HUDSON RIVER RAILWAY COMPANY
"The New England Freightway"

PEOPLE IN THE NEWS

(Continued from preceding page)

sales manager of **Aurora Pump Division, New York Air Brake Co.**, succeeding **John M. Bals**, recently appointed general manager of that division.

William B. Colwell, formerly staff reporter with the **Wall Street Journal**, Chicago, has been appointed public relations supervisor of the personnel and public relations division, **American Steel Foundries**.

Robert E. James, former assistant superintendent, Car Department, **Nickel Plate**, has joined the sales force of **Youngstown Steel Car Corp.** Mr. James will assume the duties of a sales engineer, railroad specialities, and will be based in Cleveland, Ohio, in association with the Schnieder Sales Co. In addition, Mr. James will assist and advise in the development of new railroad specialty products.

Swindell-Dressler Corporation of Pittsburgh has been acquired as a wholly owned subsidiary by **Pullman Incorporated**. Swindell-Dressler will remain at its present location in Aspinwall, Pa., and will continue operations with the same officers and personnel.

Kingdon B. Dietz, assistant sales manager, New York district, **Colorado Fuel & Iron Corp.**, has been appointed sales manager of that district.

M. M. Anderson, chief enginer of **Stran-Steel Corp.**, has been appointed vice president—engineering at Terre Haute, Ind.

William T. McLaughlin, marketing manager, Protective Coatings Division, **Pittsburgh Coke & Chemical Co.**, has been promoted to field sales manager for that division.

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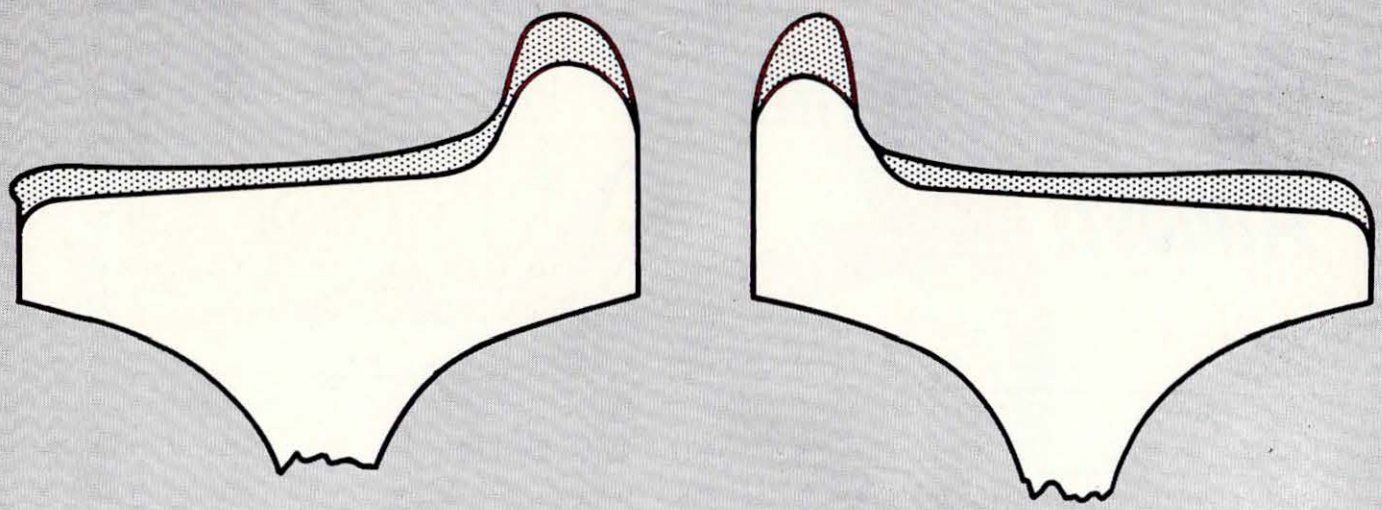
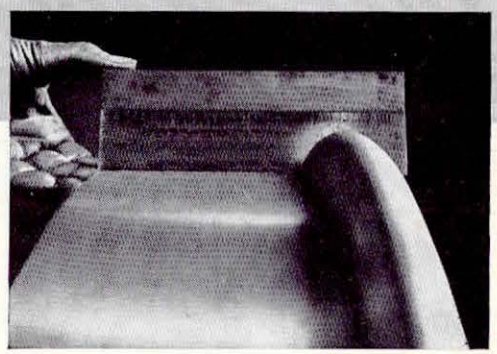


Actual contour sketches of mated pair of Bethlehem one-wear, wrought-steel wheels at Glenwood Shops of B&O. Shaded area represents metal turned off the wheels to correct thin flange condition in wheel at upper right. (Inset) Gage shows new contour correct for both flange and tread.



How the B&O cuts costs with Bethlehem one-wear wheels

When worn wheels roll into the Baltimore & Ohio Railroad's Glenwood Shops, Pittsburgh, Pa., they are not automatically condemned to the scrap pile.

Far from it . . . *particularly if they are wrought-steel wheels!* B&O engineers have found that these wheels—including Bethlehem one-wear wheels—can be given a whole new lease on life by the simple process of turning new flange and tread contours in a wheel lathe in full accord with AAR Interchange Rules.

Wheel Salvage Pays Off

B&O studies show that the direct cost of machining worn wheels is about the same as that of stripping off the old and mounting brand-new wheels. So the difference between the price of new wheels and the scrap value of the old represents pure savings . . . savings of 75 to 90 pct of the cost of a new wheel. What's more, these turned wheels may, depending upon service conditions, deliver as many additional miles of service as they did before turning!

A Word of Caution

Interchange Rules do not permit the turning of all types of wheels. To be on the safe side—the true economy side—standardize on Bethlehem one-wear, wrought-steel wheels. Bethlehem wheels generally have more than enough metal in the rim to permit turning. They are a known value, combining true economy with highest quality. You can buy them with complete assurance of dependable performance.

BETHLEHEM STEEL COMPANY, Bethlehem, Pa. *Export Distributor:* Bethlehem Steel Export Corporation

BETHLEHEM STEEL

BETHLEHEM STEEL

Faster'n Greased Lightnin'— Almost!

Pardner, those high-tailin freight trains on the T&P are a-rarin to hustle your shipments along to their destinations. They're faster than greased lightnin (almost) and as certain as sunrise.

Fact is, friend, our freight trains are so full of git up and git, some of em actually outrun our passenger trains! And, man, that's really skedaddlin!

When time's a-wastin, and your shipments have gotta go, remember there's a T&P fast freight ready to take em in tow, and there's a T&P trail boss ready to give em the spurs all the way.

Y'all call, ya hear!

SHIP T&P

TEXAS AND PACIFIC RAILWAY

ABILENE, TEXAS	OR 4-7036	DALLAS, TEXAS	RI 1-6533	LOS ANGELES, CAL.	MA 9-3156	SAINT LOUIS, MO.	CH 1-7060
ALEXANDRIA, LA.	4453	DETROIT, MICH.	TR 2-6665	MEMPHIS, TENN.	JA 6-5717	SAN FRANCISCO, CAL.	SU 1-4612
ATLANTA, GA.	JA 4-1712	EL PASO, TEXAS	KE 3-1436	NEW ORLEANS, LA.	JA 5-6251	SHREVEPORT, LA.	2-3155
BIG SPRING, TEXAS	AM 4-5541	FT. WORTH, TEXAS	ED 6-2363	NEW YORK, NEW YORK	RE 2-0334	TEXARKANA, TEXAS	2-6101
BIRMINGHAM, ALA.	AL 1-4132	HAVANA, CUBA	A-8652	OKLAHOMA CITY, OKLA.	CE 2-7295	TULSA, OKLA.	CH 2-4681
BOSTON, MASS.	LI 2-6195	HOUSTON, TEXAS	CA 4-2320	PHILADELPHIA, PA.	PE 5-2737	WASHINGTON, D. C.	NA 8-1484
CHICAGO, ILL.	RA 6-0313, 6-0506	KANSAS CITY, MO.	VI 2-5129	PHOENIX, ARIZ.	AL 3-0214	WINSTON-SALEM, N. C.	PA 2-6304
CINCINNATI, OHIO	MA 1-1142	LITTLE ROCK, ARK.	FR 2-1285	PITTSBURGH, PA.	AT 1-1505		

People in the News

ASSOCIATION OF AMERICAN RAILROADS.—Burton Williams, assistant chief engineer, Freight Loading and Container Bureau, Freight Loss and Damage Prevention Section, Chicago, appointed chief engineer of the bureau.

ATLANTIC COAST LINE.—The Wilmington district will be absorbed into the Richmond and Charleston districts. Abolished office of superintendent at Wilmington. **J. M. Perry** appointed assistant superintendent, Wilmington.

BALTIMORE & OHIO.—Norman L. Ziegler, assistant division engineer, promoted to division engineer, New York Terminal Region, Tompkinsville, Staten Island, N.Y., succeeding **George B. Farlow,** retired.

CANADIAN NATIONAL.—Marc Meunier appointed assistant director of public relations, Montreal. Mr. Meunier was formerly manager of the French Services branch, public relations.

CANADIAN PACIFIC. — Roy W. Merryweather appointed to the new post of foreign freight agent, St. John, N. B.

W. A. Crosbie, assistant comptroller, Montreal, promoted to comptroller, succeeding **S. J. W. Liddy,** who retires Oct. 31. **H. C. Reid,** assistant vice president, I. D. P., succeeds Mr. Crosbie, and his former position is abolished. **J. McL. Marshall** and **S. H. McNeilly** appointed manager I. D. P. Planning and manager, I. D. P. Centres, respectively.

CHESAPEAKE & OHIO.—W. Idsardi, assistant manager, News division, Cleveland, appointed editor of Chessie News, succeeding **W. J. Girgash,** transferred.

Michael J. Gallagher appointed general agent, Montreal, succeeding the late **John Madden.**

R. J. Burns, purchasing agent, Cleveland, appointed assistant general purchasing agent. **E. S. Garnett,** assistant purchasing agent, named assistant to general purchasing agent. **S. C. Riling,** fuel purchasing agent, appointed assistant purchasing agent. **R. H. Cobb,** assistant manager of stores—methods, named assistant purchasing agent. **T. R. Grady,** assistant purchasing agent, appointed methods and procedures officer, Huntington, W. Va. Abolished positions formerly held by Messrs. Burns and Riling.

T. W. Grose appointed terminal superintendent, Chicago, succeeding **W. E. Foran,** retired. Abolished Mr. Grose's former position of assistant superintendent—trainmaster, Chicago.

R. P. Ballengee appointed general foreman—car department, Richmond, Va., succeeding **R. L. Delancy,** assigned to other duties.

B. N. Maier, assistant vice president—sales, Detroit, retired Sept. 30 and that position abolished. **J. Parker Donovan,** freight traffic manager, Detroit, will assume jurisdiction over the following agencies: Toronto and Chatham, Ont.; Detroit, Grand Rapids and Saginaw, Mich.; Green Bay and Milwaukee, Wis.; and Montreal, Que.

CHICAGO & NORTH WESTERN.—J. A. Sims, assistant general purchasing agent, Chicago, retired Sept. 30. The following named assistant general purchasing agents at Chicago: **J. J. Bilek,** forest products and fuel; **G. E. Fick,** rolling stock, auto-motive equipment and machinery; **R. A. Holman,** administrative.

S. B. Boardman, assistant traffic manager, Chicago, appointed traffic manager—eastern region, New York. Mr. Boardman's successor is **D. G. Payne** (RA, Oct. 12, p. 38).

James Mathews appointed general agent, Grand Forks, N. D.

COLORADO & SOUTHERN.—D. A. Rainey, auditor revenues, Denver, promoted to auditor, succeeding **Harry Given,** retired.

COTTON BELT.—J. C. Renfrow, Jr., electrical engineer, Pine Bluff, Ark., appointed mechanical engineer, succeeding **S. J. Fuller,** who retired Sept. 1.

DENVER & RIO GRANDE WESTERN.—D. A. Hackett, R. M. Wendelin and **J. J. Martin** appointed district freight and passenger agents at San Francisco, San Jose, and Denver, respectively. **Hugh H. Hill** named district freight agent, Salt Lake City. **J. M. Sinclair** appointed general agent, 1521 Healey Building, Atlanta, Ga., succeeding **R. E. Knight,** retired. **Cecil Pearson** named general agent, Reno, Nev.

ERIE.—Eric C. Hallberg, assistant vice president, Cleveland, and **Wesley N. Stenfelt,** coal freight agent, retire Oct. 31.

FRISCO.—B. C. Davidson named terminal trainmaster, **Springfield, Mo.**

GREAT NORTHERN. — Robert F. Anderson, traveling freight agent, San Francisco, appointed general agent, Oakland, Cal., replacing the late **A. F. Nikolai.**

J. E. Whitman appointed safety supervisor, lines west, Spokane, Wash., succeeding **E. L. Conaway,** promoted.

ILLINOIS CENTRAL.—Charles S. Catlett, district traffic agent, Meridian, Miss., appointed industrial development representative, Chicago.

JERSEY CENTRAL.—Anthony C. Pisano, safety supervisor, appointed assistant director of safety, Jersey City, succeeding **William E. Federkeil** (RA, Aug. 3, p. 35). **Anthony L. Fetchko** succeeds Mr. Pisano.

KANSAS CITY SOUTHERN.—James R. McClurken, assistant freight traffic manager, St. Louis, retired Sept. 30. **E. E. Snodgrass** appointed general freight agent, Kansas City, Mo. **G. L. McIntosh** named assistant general freight agent, St. Louis.

LEHIGH VALLEY.—Thomas F. Williams, general agent, Cleveland, appointed assistant freight traffic manager, Pittsburgh, Pa., succeeding **Charles C. Dailey,** retired. **Harold H. Bick,** commercial agent, Chicago, succeeds Mr. Williams at Cleveland.

LOUISVILLE & NASHVILLE.—Ezra C. Patton, assistant general traffic manager—sales and service, appointed manager—sales and service. **F. Carey Street,** traffic manager—sales and service, named freight traffic manager—sales and service. **Robert S. McAfee,** general foreign freight agent, appointed general freight agent—sales and service. **Edward S. Bowman,** assistant to general traffic manager, named manager piggyback traffic. All are at Louisville, Ky.

MERCHANTS DESPATCH TRANSPORTATION CORP.-NORTHERN REFRIGERATOR LINE, INC.—Joseph C. Patrick, manager of operations, appointed vice president—operations.

F. C. Underwood appointed general transportation manager of these companies. **Charles E. Duffy** named superintendent transportation, Merchants Despatch, and **Ralph C. Tasker** appointed superintendent transportation, Northern Refrigerator Line. All have headquarters at Chicago.

MILITARY TRAFFIC MANAGEMENT AGENCY.—Anthony G. Liebler, supervisory freight traffic officer, Washington, D.C., retired.

MILWAUKEE.—J. N. Wandell, maintenance of way storekeeper, Tomah, Wis., appointed district storekeeper of the middle district, Milwaukee, to replace **H. A. Unmacht,** named district storekeeper in charge of lumber, Milwaukee. **H. A. Sauter,** traveling freight agent, Cleveland, named division freight and passenger agent, Terre Haute, Ind., succeeding **R. G. Davisson,** retired.

H. R. Whatmore, chief clerk in the freight claim department, Seattle, appointed western freight claim agent there, succeeding **C. D. MacLennan,** retired.

MISSISSIPPI CENTRAL.—Walter King, Jr., 504 Southern building, Washington, D. C., has been appointed commerce attorney, succeeding **J. Carter Fort, Jr.,** resigned.

MISSOURI PACIFIC.—W. E. Robey appointed electrical engineer-equipment, St. Louis, to succeed **A. L. Kelly,** retired. **W. O. Muller** named electrical engineer-fixed property, St. Louis.

C. I. Shelton appointed personnel officer, St. Louis, succeeding **J. W. White,** retired.

Martin C. Coad, former assistant chief personnel officer, who was furloughed in 1945 to accept service with the Brotherhood of Railway Clerks as special assistant to President Harrison, retired Oct. 1.

NEW HAVEN.—E. P. Kelly, assistant to manager of passenger train service, retired Oct. 1.

NORTHERN PACIFIC.—John W. Haw, director of the agricultural development department, St. Paul, retires Nov. 1.

SEABOARD.—A. C. Rea, general passenger agent, Richmond, Va., retires Nov. 1.

WESTERN PACIFIC.—Robert L. Runge, district sales manager, Fresno, Cal., transferred to Sacramento, Cal., to replace **Charles R. Harmon,** retired. **H. Dean Dorsey,** traffic representative, Fresno, named to succeed Mr. Runge.

Supply Trade

Loren B. Clay, district sales manager, **Joseph T. Ryerson & Son, Inc.,** Los Angeles, has been appointed sales manager, Houston, Tex.

An agreement has been signed between **Griffin Wheel Company** and **U. S. Steel Corp.** that will enable U. S. Steel to explore the adaptation of Griffin's patented process for controlled pressure pouring to the manufacture of semi-finished steel mill products. The process was developed by Griffin for the manufacture of steel railroad freight car wheels.

M. B. McCracken of Mells Cargo Supply, 115 New Montgomery Street, San Francisco 5, Cal., is now exclusive west coast agent for **Brenco, Inc.'s** railroad journal bearing products.

Raoul D. Elder has been appointed division

(Continued on following page)

GOT A SHIPPING PROBLEM? WE'RE GEARED FOR IT!

The Best Direct Link with New England!

Fast moving, coordinated freight service and radio equipped trains give a dependable answer to your shipping problems. Linking New England via NYNH&H, Maybrook Gateway with these rail connections—B&O—CSD; CNJ—RDG—WM; DL&W; Lehigh Valley; Pennsylvania and NYS&W—Seatrain Lines.
For specific schedule or tracing information contact our traffic offices in Boston, Mass.—Chicago, Ill.—Cleveland, Ohio—New Haven, Conn.—New York, N.Y.,—and Pittsburgh, Pa.

R. C. Winchester G.F.T.M.
WARWICK, NEW YORK

LEHIGH and HUDSON RIVER RAILWAY COMPANY
"The New England Freightway"

PEOPLE IN THE NEWS

(Continued from preceding page)

sales manager of **Aurora Pump Division, New York Air Brake Co.**, succeeding **John M. Bals,** recently appointed general manager of that division.

William B. Colwell, formerly staff reporter with the **Wall Street Journal,** Chicago, has been appointed public relations supervisor of the personnel and public relations division, **American Steel Foundries.**

Robert E. James, former assistant superintendent, Car Department, **Nickel Plate,** has joined the sales force of **Youngstown Steel Car Corp.** Mr. James will assume the duties of a sales engineer, railroad specialities, and will be based in Cleveland, Ohio, in association with the Schnieder Sales Co. In addition, Mr. James will assist and advise in the development of new railroad specialty products.

Swindell-Dressler Corporation of Pittsburgh has been acquired as a wholly owned subsidiary by **Pullman Incorporated.** Swindell-Dressler will remain at its present location in Aspinwall, Pa., and will continue operations with the same officers and personnel.

Kingdon B. Dietz, assistant sales manager, New York district, **Colorado Fuel & Iron Corp.,** has been appointed sales manager of that district.

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Kenneth E. Martin

William B. Colwell

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Kenneth E. Martin has been named western regional sales manager for the new Railway Equipment Division of **Sparton Corp.,** San Francisco. For the past two years Mr. Martin has been western district sales manager for Houston Pipe & Steel, Inc., of Houston, Tex., and the Flori Pipe Co., St. Louis, Mo.

H. E. Hanson appointed general manager of the Diesel, Compressor, and Locomotive Division for the Beloit (Wis.) Division of **Fairbanks, Morse & Co. Paul Flood** has been named general manager of the Large Machinery Division and **Clay Armstrong** has been appointed general manager of the Magneto and Engine Accessory Division. Mr. Hanson was formerly branch manager at St. Paul; Mr. Flood was an industrial engineer at Beloit and Mr. Armstrong was sales manager of the Magneto Division.

Howard W. Scaman, advertising manager of **Dearborn Chemical Co.,** Chicago, has been appointed to the new position of distributor sales manager. **J. E. Clemens,** assistant advertising manager, succeeds Mr. Scaman.

E. R. Liberg, manager of lighting sales for the **Graybar Electric Co., Inc.,** has been appointed manager of the Garden City, Long Island, branch.

Harris Shane, associate director of Industrial relations, **Pullman-Standard,** has been appointed assistant vice president, industrial relations.

Industrial Traffic

Harold A. Carr has been named general traffic manager on the corporate staff of **Raytheon Co.,** Waltham, Mass. Mr. Carr has resigned as traffic manager for CBS Electronics, Danvers, Mass., to take the newly created Raytheon post.

Edwin F. Mundy has been named director of traffic of **National Biscuit Co.,** New York. Mr. Mundy becomes head of Nabisco's traffic department, succeeding **John A. Hart,** vice president, retired.

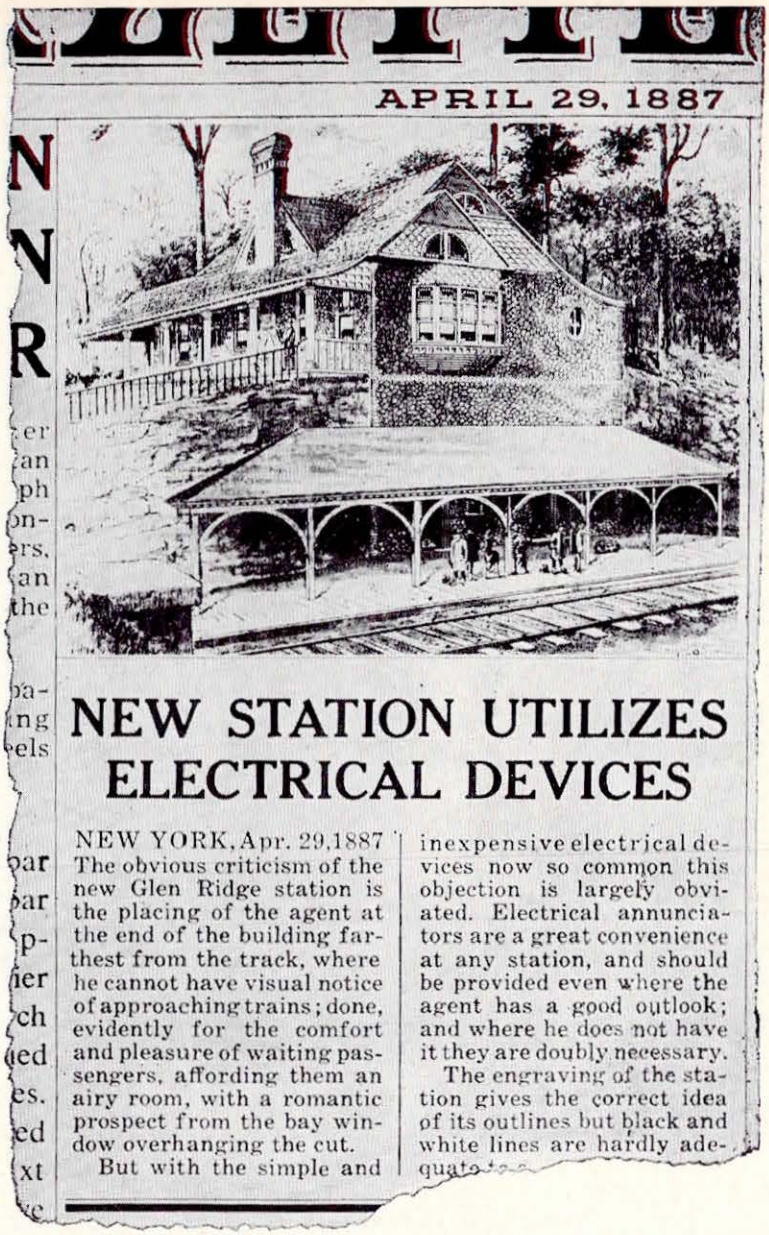
David M. Wade has been appointed assistant traffic manager of **Calaveras Cement Co.,** San Francisco. **Jack Gordon** has been named assistant sales manager.

Howard L. Cline has been named traffic operations manager of the **B. F. Goodrich Co.,** Akron, Ohio.

OBITUARY

Fred T. Parker, honorary president of the **Canadian Industrial Traffic League,** died Sept. 25 at his home in Toronto, Ont.

Philip L. Sherman, 39, traffic manager for **John H. Breck Inc.,** died Sept. 25 at his home in Feeding Hills, Mass.


APRIL 29, 1887
NEW STATION UTILIZES ELECTRICAL DEVICES
NEW YORK, Apr. 29, 1887 The obvious criticism of the new Glen Ridge station is the placing of the agent at the end of the building farthest from the track, where he cannot have visual notice of approaching trains; done, evidently for the comfort and pleasure of waiting passengers, affording them an airy room, with a romantic prospect from the bay window overhanging the cut.
But with the simple and inexpensive electrical devices now so common this objection is largely obviated. Electrical annunciators are a great convenience at any station, and should be provided even where the agent has a good outlook; and where he does not have it they are doubly necessary.
The engraving of the station gives the correct idea of its outlines but black and white lines are hardly ade-

The romance of electricity and railroads started slowly—then grew in a rush. A single decade bridged the use of "simple and inexpensive" electrical devices to the introduction of major railroad power, lighting and control installations. And with each innovation Graybar was there —analyzing and helping to solve the electrical problems that are also railroad problems.

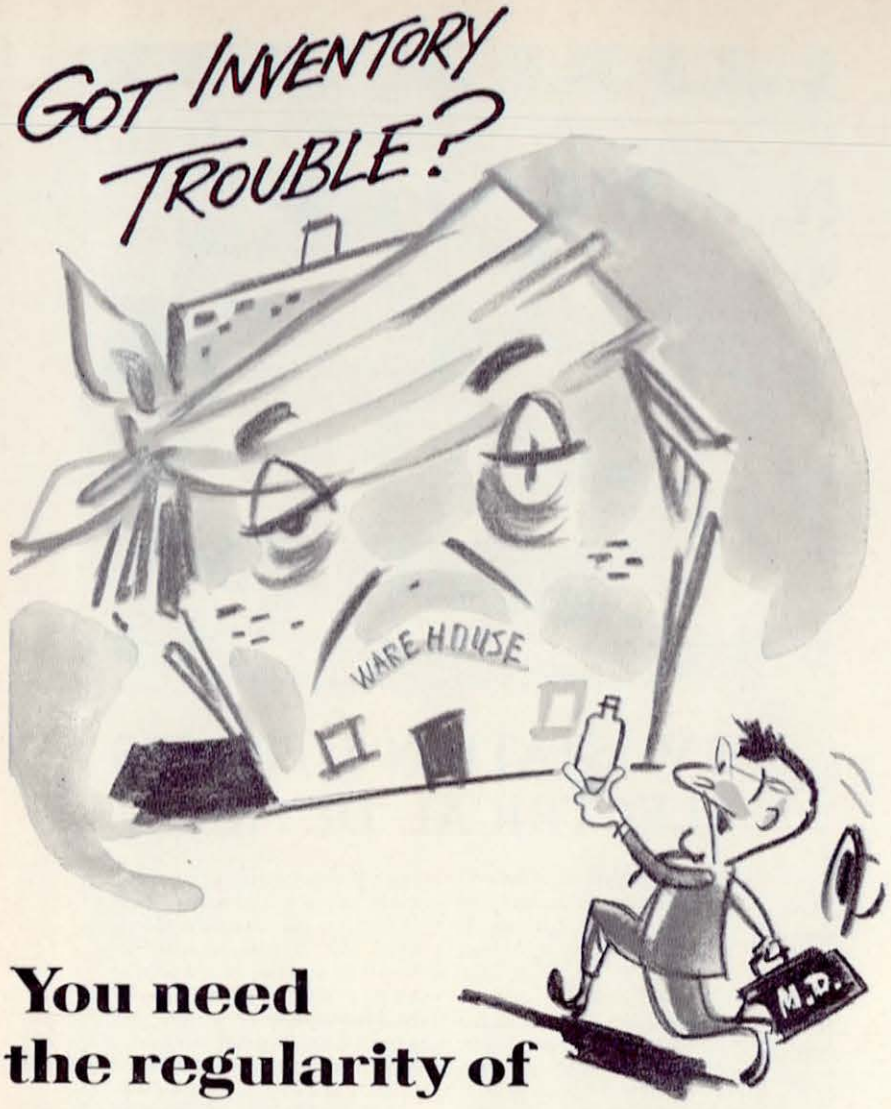
Sixty-five members of the Graybar sales staff *specialize* in railroad needs today. In communications, for instance, they'll be glad to work with you in the solution of any out-of-the-ordinary problem and furnish – without obligation – detailed installation recommendations, prices, specifications and such other data as you may require. And you can rely on the same experienced Graybar service in the fields of lighting, ventilation, power apparatus, control equipment and tools.

The address of your nearby Graybar Railroad representative is listed in your Railroad Pocket List. He'll be glad to oblige whenever you need assistance.

100,000 electrical items are distributed throughout the nation... *via* **GraybaR**

558-247

GRAYBAR ELECTRIC COMPANY, 420 LEXINGTON AVENUE, NEW YORK 17, N. Y.



You need the regularity of SEATRAIN or SEAMOBILE

Your SEATRAIN specialist can prescribe for your rail-siding or your truck-dock customers!

SEATRAIN transports your cargo in any type of rail car between the ports of New York, Savannah, New Orleans and Texas City.

SEAMOBILE provides highway container pickup and delivery service between New York-New Orleans or New York-Texas City.

Your booking is guaranteed.

SEAMOBILE
SEATRAIN LINES Inc.

Offices in Boston · Savannah
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711 Third Ave., New York 17, N.Y.

Shippers' Guide

Central of Georgia

. . . Anniversary Publication

To commemorate its 125th anniversary, the CofG has issued a special eight-page, three-color brochure, including a short history of the railroad, a comprehensive map and a number of pictures. Copies are available from R. L. Coleman, editor, Central of Georgia Magazine, CofG Ry., Savannah, Ga.

Erie

. . . Schedule Changes

Has made the following changes in freight train schedules: Train No. 100 leaves Chicago, arrives Jersey City, one hour later; No. 99 leaves Jersey City, arrives Chicago, one hour later; No. XC-91 leaves Maybrook, N. Y., arrives Marion, Ohio, 45 minutes earlier; No. RC-98 arrives Rochester, N. Y., one hour later.

Florida East Coast

. . . Moves Western Office

Has moved its general western office from St. Louis to Chicago 3 (1178 Marquette bldg.).

Traffic Publications

RAKLOK. 8 pages, illustrations. Dept. RA, Whitehead & Kales Co., 58 Haltiner st., Detroit 18, Mich.

Describes and illustrates the "Raklok (W&K) method of equipping railroad cars to "insure against damage to lading, eliminate 'expendable' wooden crates, and ship more units per car."

HEALING PRECUT POTATO SEED PIECES DURING TRANSIT. Bulletin AMS-334, Marketing Information Division, Agricultural Marketing Service, U.S. Department of Agriculture, Washington 25, D. C.

Describes a "workable system" based on actual shipments, for transportation of machine precut potato seed pieces.

OFFICIAL TEST PROCEDURES (8 pages) and CERTIFIED PRODUCTS REGISTER (16 pages). Dept. RA, National Safe Transit Committee, Inc., 1145 19th st., N.W., Washington 6, D.C. 25 cents each.

Official Test Procedures covers methods for testing packaged products weighing more and less than 100 lbs. The Register lists manufacturers who have cooperated in establishing national standards of quality for shipment of packaged products by pre-shipment testing.

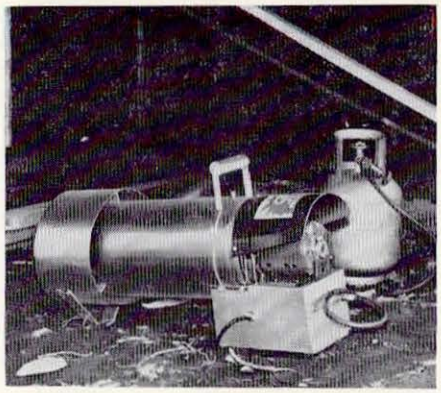
LINK-BELT HAULAGE MACHINES. 20 pages, illustrations. Book 2892, Dept. RA, Link-Belt Co., Prudential Plaza, Chicago 1.

Illustrates and describes Link-Belt's new capstan-type car spotters and drum-type car pullers. Specifications, application data and typical layout diagrams are included.

New Products Report

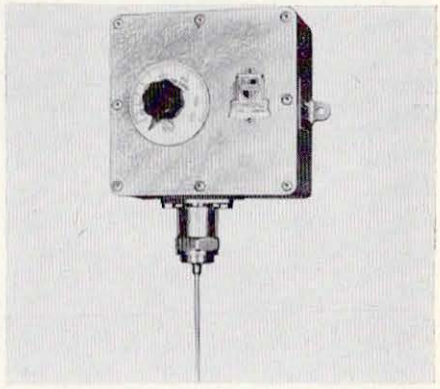
Standby Plug

A waterproof standby plug, meeting recent AAR specifications, is available for continuing air conditioning and refrigeration while cars are standing idle in yards and depots. The plug has pressure type (solderless) contact terminals, and can be attached to cables in the field. The contacts are removable and the wiring space is completely sealed. *The Pyle-National Company, Dept. RA, 1334 N. Kostner Ave., Chicago 51.*



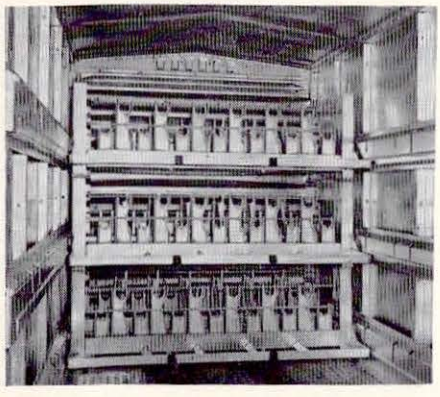
Portable Space Heater

The 200,000 Btu heater, model LPG 200, is for use in unheated areas such as supply platforms, warehouses, or cars. It can also be used to thaw frozen materials in cars and to thaw diesel locomotives. A ⅛-hp motor drives a fan that circulates warm air at 2,000 cfpm. A burner control on standard model turns off fuel, should power fail or flow of gas be interrupted. *Stow Mfg. Co., Dept. RA, 377 Shear Street, Binghamton, N. Y.*



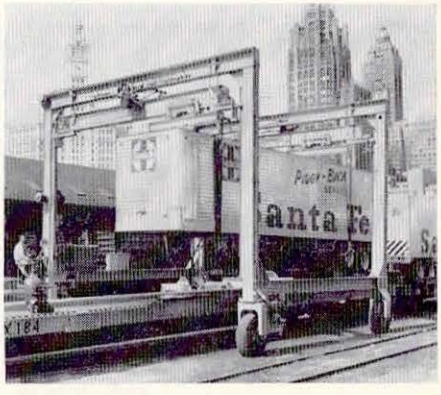
Temperature Control

The Model GWS control is a single-point, non-indicating temperature control designed primarily for exterior use to control refrigeration or heating in cargo containers, highway transport, or railroad applications. It is resistant to weather, vibration and shock, and operates either for heating or refrigeration by reversing the position of the switches with the case. *Partlow Corp., Dept. RA, 530 Campion Road, New Hartford (Utica), N. Y.*



Barrier Gate

Any one or a combination of 12 individual control systems are available on Model-BG Robot Barrier Gate, designed for automatic parking lot entry-exit control. Normal gate opening or closing time is five seconds. Speed can be adjusted by changing the size of drive pulleys. Controls range from key, coin, token or coded card entry to radio, electric eye or closed circuit TV control. *Robot Industries, Inc., Dept. RA, 7041 Orchard, Dearborn, Mich.*



Shipping Rack

The Rak-Loc shipping system is being used by some automobile companies for the shipment of engines, axles, hub and drum assemblies, etc. On impact, shock is absorbed in two rear forgings. The racks can't roll whether filled or empty. They are designed and fabricated by the manufacturer to whom the cars are sent for installation of the fixed equipment. *Whitehead & Kales Co., Dept. RA, 58 Haltiner St., Detroit 18, Michigan.*

Car Spotter

The wire-pulling rope of the Jones Type OP car spotter is designed so that the rope reels around a drum, instead of coiling up. The machine can be operated without touching the rope and can be equipped to operate by remote control. The 1006-OP5 has a 5-hp motor and a 10-in. drum using ⅜-in. rope; the 1308-OP7.5, a 7½-hp motor and a 13-in. drum using ½-in. rope. *Hewitt-Robins, Inc., Dept. RA, 666 Glenbrook Road, Stamford, Conn.*

Container Lifting Crane

The Travelift carrier, a straddle unit mounted on airplane type rubber tires, is now part of the Pullman-Standard PAT container system. The unit will span a rail car and highway truck chassis and can transfer containers up to 40 ft in length in less than 5 min. A modification of the crane will permit side loading of standard highway trailers on existing piggyback cars. *Travelift & Engineering Co., Dept. RA, Sturgeon Bay, Wis.*

SOME JOBS NEED
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COTTON BELT
shipping specialist

Cotton Belt
Blue Streak trains
are the "jet planes"
of the railway industry

FREIGHT SPECIALISTS
SINCE 1877

LETTERS FROM READERS

(*Continued from page 52*)

advantage. Scheduled maintenance programs for their distributing systems, for example, have often given them an edge in costs, compared with their "public power" rivals.

Power companies keep their line crews and equipment regularly employed—giving them a good "load-factor"—hence reduced costs. For various reasons, many of the government owned power distributing outfits fail to get this high load-factor from their maintenance crews and equipment—hence their costs are higher.

John Alden Bliss
Price and Rate Design

'Primer on Inflation'

Lynn, Mass.

To the Editor:

I feel that I am quite aware of the vicious inflationary situation we are now finding ourselves in.

Never before have I ever had the reasons for it spelled out in such an easily understandable fashion as you did in "A Primer on Inflation" [RA, Oct. 5].

I would like to let the teacher in my son's school look the article over, too.

C. David Rawding

'Forgotten Man'

Church Hill, Tenn.

To the Editor:

The "forgotten man" refers specifically to the manufacturer who ships in small quantities to merchants and residents in small communities.

For years, this situation has deteriorated to the point where almost 100% of this traffic is delivered by trucks.

Ways and means are available to the railroads to put this traffic back on the rails, where it rightfully belongs.

In the run of a year, this type of business would amount to thousands and thousands of dollars of revenue to the railroads, which sorely need it. They already have the salesmen. All that would be necessary to recapture this traffic would be for the railroads to encourage their personnel on the local scene, assisted by their traffic personnel, to hold regular scheduled meetings in these small towns, with local chambers of commerce and other civic organizations. Explain how railroad taxes help schools and highways and other municipal endeavors. Show the prospective customers how they would benefit overall in the long run.

Have these meetings scheduled regularly—and never lose sight of the fact that pennies make dollars . . .

It's worth a try. Faint heart never wins business. Courteous, efficient and

(*Continued on opposite page*)

RAIL AND TRACK EQUIPMENT

You can get everything you need for industrial track and crane runways —with one call to your nearest Foster office. Immediate deliveries from the nation's largest warehouser of rails (both new and relaying), switch material, and track accessories. Send for free catalogs and ordering guides.

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LETTERS FROM READERS

(*Continued from opposite page*)

friendly service will put business on the rails—and keep the rails in business.

Roy E. Green

Passenger Traffic

Cambridge, Mass.

To the Editor:

Railway Age of Oct. 12, p. 10, in Walter Taft's section [Watching Washington] gives some late figures on passenger traffic, air vs. rail. Despite my statistical devotion to passenger miles as a basis for comparisons, I sometimes wonder if the figure gives the whole story.

In 1958, the total number of revenue passengers carried by domestic trunk, local service and helicopter airlines was 44,006,000.

In the same year, revenue passengers by rail amounted to 380,340,000.

Which form of transportation is doing the greater amount of business? Which one is serving the greater number of customers?

While the rail total includes commutation, this is offset by computing local service and helicopter data in the air figure.

Southworth Lancaster

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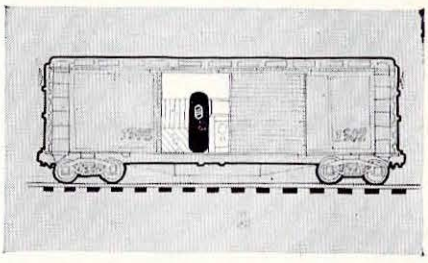

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US RUBBER **United States Rubber**

HOTBOX DETECTORS ARE LOCATED in approaches to N&W yards to inspect journals of coal trains. Car inspectors check only above-normal journals.

N&W Hotbox Detection Pays Off

For the first six months of 1959, the Norfolk & Western operated 1,250,909 car-miles per hotbox compared with a national average of slightly over 200,000.

Credit for this record goes to a vigorous program of journal box servicing and the use of hotbox detectors. Also of importance is the fact that N&W has 55,185, or 89.3%, of its revenue freight cars equipped with journal pads. In addition, the major portion of train consists is of N&W ownership, so that servicing can be closely controlled.

While most railroads are installing hotbox detectors in areas of high hotbox incidences, the N&W has concentrated on installing detectors at approaches to yards. In these areas, motive power supervisory employees check the pen graph recording tapes on incoming trains. Only those cars that are detected to have above normal journal temperatures are inspected by yard forces. This reduces delays to cars in yards, as well as operating expenses.

The N&W has three detectors in service, plans to install three more at entrances to yards, and operates another on a test basis. The three detectors now in service were made by Servo Corp. of America.

One detector installation is on the eastbound track near the entrance to Roanoke, Va., yard and checks coal trains as they enter the yard. The recorder is in the car inspector's office in the receiving yard, about three miles from the detector location. Cars are shopped for complete servicing if the detector indicates journals running at temperatures appreciably above normal.

A second hotbox detector checks eastbound trains just before they enter the Crewe, Va., yard. Those cars with above normal journals are examined and moved to shop tracks for further attention.

The third hotbox detector is located on a belt line at Poe, Va. (Petersburg). The detector is about four miles from the recorder, which is in the yardmaster's office.

N&W plans to install three more hotbox detectors at entrances to yards to check inbound trains. A detector will check trains as they enter the west yard at Bluefield, W. Va., the east yard at Portsmouth, Ohio, and the east yard at Williamson, W. Va. At these installations, the recorders will be in car inspectors' offices.

The N&W has a General Electric Co. hotbox detector on test at the entrance to Roanoke yard. The detector checks eastbound trains entering the yard. The pen graph recorder is in the car inspector's office about three miles distant. The detector signals are sent via FM carrier over existing line wires.

Opposing Roads Testify On Erie-DL&W Unification

ICC hearings on the proposed Erie-Lackawanna merger were scheduled to end last week. Proceedings still to come, before the case is committed to the Commission for decision, include the filing of briefs, service of Examiner H. J. Blond's proposed report, and receipt of exceptions thereto, and oral arguments.

Closing sessions of the hearings were featured by testimony from top executives of the railroads which oppose the merger—or, at least, want any favorable Commission decision to include conditions designed to preserve present traffic-routing arrangements without change of revenue divisions. These witnesses included A. K. Atkinson and H. H. Pevler, chairman and president of the Wabash; C. A. Major, president of the Lehigh Valley; A. E. Baylis, vice president of the New York Central; and M. B. Phipps, executive vice president of the Nickel Plate.

Conditions suggested by NKP drew from Erie President H. W. Von Willer a statement which said:

"The Erie and the Lackawanna indicated in their testimony at the ICC hearing in Buffalo three weeks ago that the merged railroad will continue to maintain all existing joint routes, rates and services with connecting railroads and that such services will be available to shippers as in the past. Furthermore, we said we are entirely willing to have the Commission so state in its order. This is a recognized principle in cases of this kind. All of the railroads involved have been so advised. Most of them are satisfied with this stipulation.

"Apparently, however, the Nickel Plate want the Commission to attach some additional restrictive provisions for their own self-interest. Their position in this case is directly opposite to the one they advocated when they merged with the Wheeling & Lake Erie Railroad several years ago. In other words, they want to eat their cake and have it at the same time.

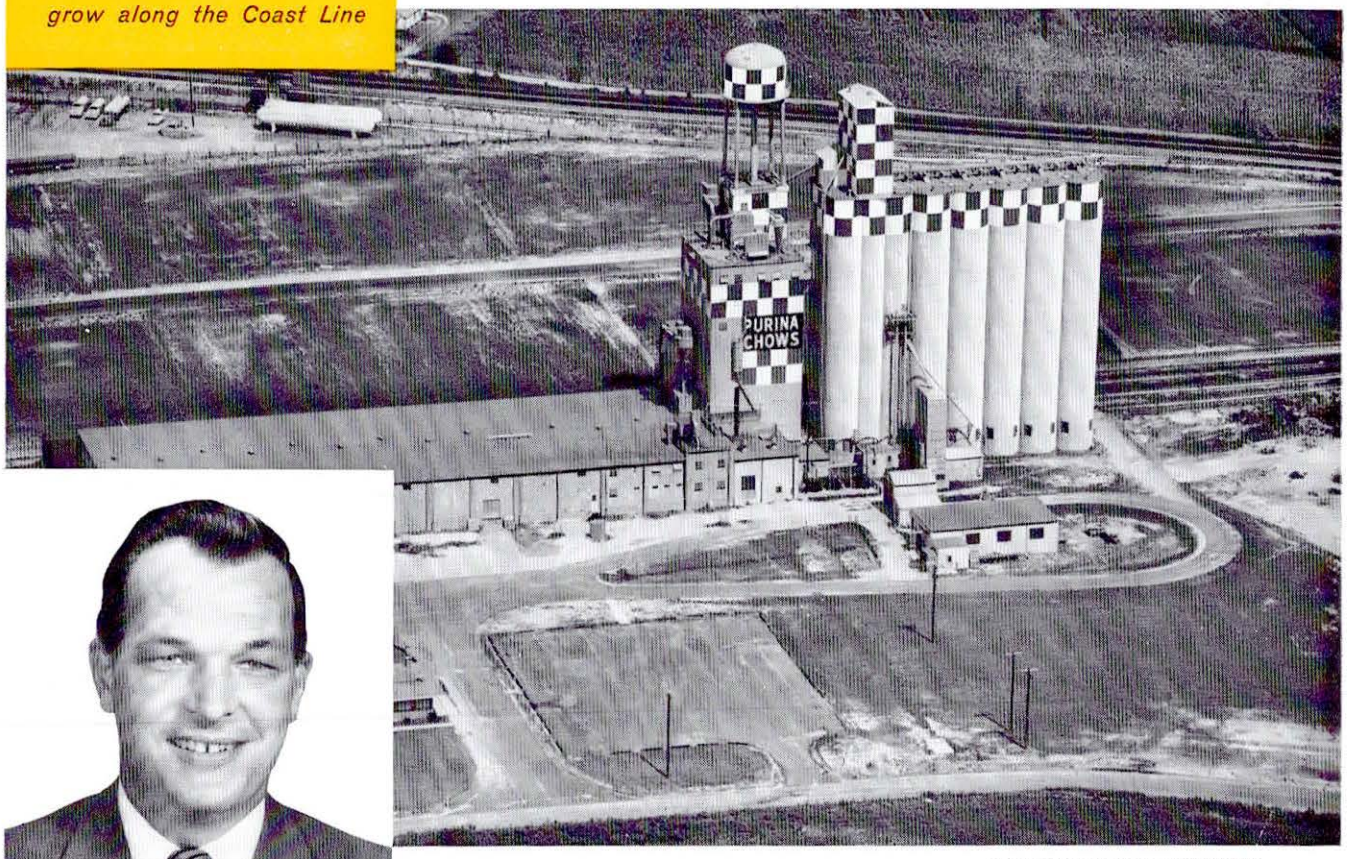
"Railroad mergers are not only desirable, they are essential to the preservation of the industry. It is regrettable that there should be petty squabbling among railroads on a forward step of this kind when they should be working together to improve and strengthen the industry's competitive status."

Intervening roads fear that their inter-line traffic with the proposed new system would give them shorter hauls, and thus smaller divisions of joint revenues, than they now get from their inter-line business with the Erie and Lackawanna separately. Such fears arise because a great many shipper routings do not specify junction points —they merely name the railroads. So each named road takes the longest haul it can get on an inter-line shipment.

A typical example would be a New York-St. Louis shipment. If it were now routed DL&W-NKP, the Nickel Plate would get it at Buffalo, N. Y. If the merger were approved without routing conditions, and a like shipment were routed DL&W, Erie System-NKP, the Nickel Plate would perhaps get it at Lima, Ohio, and its division would be less.

One of a series spotlighting the companies that work and grow along the Coast Line

Shippers Along the Coast Line



RALSTON PURINA COMPANY

Meet Fred W. Kessler, Jr., Manager of the Ralston Purina Company plant at Wilson. Fred has been with the company for six years, and was recently transferred to Wilson from the Louisville, Kentucky, plant. He is 36, a native of Tulsa, Okla., and graduated from Oklahoma A&M College. Fred works closely with traffic assignments, and says he is very pleased with the handling of outbound bulk feed in covered hopper cars.

150 Different Types of Feed

A well-balanced diet is just as important to poultry and livestock as it is to people. Especially when the pay-off is in profits for farmers. And manufacturing or supplementing the manufacture of 150 different types of feed for all kinds of poultry and livestock is routine production for this big Ralston Purina Company plant at Wilson, N. C.

The plant, which began operations in 1954, is one of many spokes that make Ralston Purina a Big Wheel among feed manufacturers — in fact, the largest in the world. It is situated on a nine-acre tract of land served by three sidetracks that will accommodate 40 rail cars.

The booming poultry and livestock industry in the eastern half of North Carolina and the upper eastern section of South Carolina contributes to the steady growth of this Ralston Purina plant. And so does dependable rail transportation that's tailored to specific bag-and-bulk requirements. Whenever *you* have a shipping problem, pitch it to Coast Line for a quick solution!

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MARKET OUTLOOK *at a glance*

Carloadings Rise 3.9% Above Previous Week's

Loadings of revenue freight in the week ended Oct. 17 totaled 580,768 cars, the Association of American Railroads announced on Oct. 22. This was an increase of 21,988 cars, or 3.9%, compared with the previous week; a decrease of 115,635 cars, or 16.6%, compared with the corresponding week last year; and a decrease of 146,044 cars, or 20.1%, compared with the equivalent 1957 week.

Loadings of revenue freight for the week ended Oct. 10 totaled 558,780 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, Oct. 10

District	1959	1958	1957
Eastern	83,634	96,276	111,196
Allegheny	82,898	115,604	140,908
Pocahontas	46,963	53,825	61,738
Southern	116,087	120,335	123,564
Northwestern	66,986	109,624	118,659
Central Western	114,641	137,199	130,645
Southwestern	47,571	53,658	54,810
Total Western Districts	229,198	300,481	304,114
Total All Roads	558,780	686,521	741,520
Commodities:			
Grain and grain products	46,501	67,726	56,162
Livestock	10,380	12,820	12,641
Coal	106,364	121,688	135,170
Coke	3,064	7,939	9,923
Forest Products	39,636	39,388	37,817
Ore	8,211	53,706	76,077
Merchandise l.c.l.	42,958	47,741	55,338
Miscellaneous	301,666	335,513	358,392
Oct. 10	558,780	686,521	741,520
Oct. 3	572,502	677,625	747,647
Sept. 26	587,079	673,380	739,266
Sept. 19	578,240	667,760	724,934
Sept. 12	480,647	666,223	741,147
Cumulative total, 41 weeks	24,436,093	23,530,223	28,625,405

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Oct. 10 totaled 8,943 cars, compared with 6,746 for the corresponding 1958 week. Loadings for 1959 up to Oct. 10 totaled 323,250 cars, compared with 208,209 for the corresponding period of 1958.

IN CANADA—Carloadings for the seven-day period ended Oct. 7 totaled 85,810 cars, compared with 117,062 cars for the previous nine-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
Oct. 7, 1959	85,810	26,762
Oct. 7, 1958	82,563	27,427
Cumulative Totals:		
Oct. 7, 1959	2,967,333	1,078,477
Oct. 7, 1958	2,898.423	1,086,168

New Equipment

FREIGHT-TRAIN CARS

► *Frisco.*—Ordered 100 PS-2 70-ton covered hopper cars from Pullman-Standard for November delivery at a cost of approximately $1,024,000. All cars will be equipped with roller bearings. (Frisco's 100 cars will be delivered from a lot of 300 standardized covered hoppers which P-S is building for stock at its Butler, Pa., plant.)

► *Great Northern.*—Directors authorized acquisition of 1,160 new cars in 1960. Program includes 750 wide-door box cars; 100 open-top hopper cars; 75 covered hopper cars; 25 gondola cars and 10 flat cars for GN. Western Fruit Express, a GN subsidiary, will acquire 200 70-ton insulated box cars with special load securing devices. In addition, Great Northern will apply steel siding to 1,000 existing box cars and will convert 250 existing freight cars to livestock cars.

LOCOMOTIVES

► *Argentine Railways.*—Ordered 11 1,800-hp universal diesel-electric locomotives from General Electric at a cost of $2,500,000. First unit is scheduled for delivery in five months. The units will be used primarily to haul oil tank cars on the General San Martin Railway.

New Facilities

► *Canadian National.*—Ordered CTC equipment from Union Switch & Signal division of WABCo. for installation between Capreol and South Parry, Ont., 128 miles. Control will be from a TCC machine now at Capreol, three additional track modules being added for the new installation.

Orders and Deliveries

► *Orders Decrease.*—Orders were placed in September for 945 freight cars, compared with 1,753 for August. September 1958 orders totaled 1,585. Deliveries in September totaled 2,481, compared with 4,890 in August and 2,198 in September 1958. The backlog of cars on order and undelivered as of Oct. 1, 1959, was 35,626, compared with 37,172 on Sept. 1 and 24,982 on Oct. 1, 1958.

Type	*Ordered September 1959*	*Delivered September 1959*	*Undelivered Oct. 1, 1959*
Box—Plain	455	1,124	10,142
Box—Auto	0	0	500
Flat	214	346	2,397
Gondola	0	11	4,297
Hopper	0	586	13,084
Cov. Hopper	205	116	931
Refrigerator	0	85	3,300
Stock	0	0	0
Tank	71	182	715
Caboose	0	11	210
Other	0	20	50
Total	945	2,481	35,626
Car Builders	943	1,481	16,968
Railroad Shops	2	1,000	18,658

RAILWAY AGE time-saver page

Piggyback, Agreed Charge

► **The Story at a Glance: Hidebound thinking took a beating last week at the semi-annual meeting of the Railroad Transportation Institute in Chicago. The program stressed two up-to-the-minute developments: Agreed charges and piggyback. And it brought out these predictions:**

- **A major impact of the agreed charge philosophy will be its effect on railroad operation itself.**
- **Through piggyback the railroads can handle LCL at a profit, can overcome the deficiencies that now make the service a loser.**

The whole psychology of railroad organization and operation faces change if the agreed charge or contract rate principle gains hold. And the impact, according to NYC General Solicitor R. D. Brooks, may hit at least three main railroad functions:

- Cost analysis—Concepts must be revised, analyses must be made on how railroad costs behave under given conditions. Cost finders must know more about the impact of volume on rail plant, the inter-relationship of yard costs and road costs. They'll need more knowledge of warehousing and material handling costs, since industry's increasing tendency is to lump warehousing, material handling and transportation as a single cost item.
- Sales—Tomorrow's railroad salesman must know more about what the shipper is doing. He must know the shipper's problems, his sales objectives —and what he, the railroad salesman, can do to help, to integrate his service with the shipper's sales organization.
- Operations—Railroad customers aren't particularly interested in statistics on gross ton-miles per train hour. They're interested in service and it's up to the operating man to turn out a product that can be sold.

These internal revisions in thinking and acting, Mr. Brooks declared, have to be made if the railroads are to survive.

As for the agreed charge principle itself, NYC's general solicitor pointed out that the railroads—mass transportation agencies—"can't get along with just the sporadic user." That's been a major factor in the decline of the passenger business, he said, "and it's precisely what we're coming to in freight."

Mr. Brooks noted that the consistent user of rail service should get some consideration in comparison to the sometime user. That's the economic objective of the contract rate, he added, "and there's nothing in the law that prevents giving that recognition." Railroads "have been contract carriers in passenger service up to their ears"—in commuter service—and if these contract rates are legally justified to a point where regulators can prescribe them, then it takes a "peculiar psychology" to say they're barred in freight service.

Contract rates, Mr. Brooks said, will permit the railroads to evaluate specific requirements of a specific customer and tailor rail operations to these requirements. They'll also require the industry to reassess its position with respect to its own and its customers' costs. And finally, they'll require the railroads to know more about the economics of the competition.

"I can see nothing but good from agreed charges," he concluded.

A second look at the railroad rate structure came from F. L. O'Neill, general traffic manager of Minnesota Mining & Manufacturing Co. His advice: "Scrap all your old methods of rate-making . . . What you have got to consider and put into practice is not the return-on-investment [rate-making] method, but a cost-plus-reasonable-profit method."

Rail rates, he added, "should be constructed so as to reflect [railroads'] lower costs. Value of service should be disregarded. Rates should progress as a 'straight line' within the range of truck competition, and beyond that point they should be constructed so as to produce the greatest possible amount of traffic and revenue."

Business can be increased, he declared, by establishing rates on a cost-plus basis—"you're going to have to ignore precedent, ignore old-fashioned ideas and ignore many other things that have been used as a subterfuge to hide behind some regulation or law."

The industry's future, he indicated, is bright only if the industry can generate new thinking on regulatory matters and pricing methods.

John D. Phillips, executive vice president of Milwaukee Motor Transportation Co., provided some of that new thinking earlier — through optimism

Air Freight: Biggest Threat?

Railroads and motor carriers may be looking in the wrong direction if they see their biggest competitive worry in each other. The real threat could be air freight. This warning came almost simultaneously from two sources: R. D. Brooks, New York Central general solicitor, and Bradley Nash, deputy under secretary of commerce for transportation.

Mr. Brooks believes the common carrier truck has made its major thrust—and the most critical competitor in the future may be the air carrier.

Development of fast, high-capacity cargo planes—specifically designed for commercial freight service—is now a reality, he warned the semi-annual meeting of the Railway Transportation Institute in Chicago. And by mid-1960, one aircraft will be able to move a trainload of freight, New York-San Francisco, faster than the railroads can move it.

Moreover, he added that aircraft will post a field-to-field ton-mile cost of about 4.8 cents—and aircraft now on the drawing boards (which may be ready by 1965) may lower the ton-mile cost to about 3 cents.

Speed, Mr. Brooks pointed out, serves the growing industrial tendency to cut inventory and reduce material handling costs. Still, he says, the railroads can meet the threat "if we do the things necessary to permit railroad economy to show the best advantage." Prerequisites for this: Knowledge of both railroad and customer economics.

Meanwhile, in a Los Angeles speech to the Regular Common Carrier Conference of the American Trucking Associations, Inc., Deputy Under Secretary Nash said:

"I do think that one should not readily dismiss the cargo planes of the future as simply adapted to the carriage of orchids, hothouse fruits and vegetables and highly specialized style items . . . The air cargo transport concepts which are formulating in the offices of the commercial and industrial planners predict a very great increase in air cargo transport during the next half decade . . ."

Reflect New RR Psychology

about the railroads' future in the LCL business.

Mr. Phillips conceded that rail LCL volume has declined "until that which they are now handling is an expensive nuisance." LCL, on the average railroad, can't be handled profitably because:

- Freight handling facilities are obsolete.
- Handling LCL in box cars is "geometrically impractical."
- The volume and quantity of traffic precludes efficient handling.
- Multiple transfers of lading contribute to high loss and damage claims.

In addition, he said, obsolete regulations, imposed years ago, further hinder efforts to compete with motor carriers. Still, Mr. Phillips declared, "I believe that the rails can now overcome all of these deficiencies and handle LCL traffic at a profit."

He offered these views on rail opportunities in LCL operation:

- The one tool the carriers have to improve their position is piggyback—where each car will haul nine to ten times as much freight as an average box car in a year's time and earn proportionally more revenue.
- With piggyback, freight handling is minimized. The van or trailer lends itself to flexibility in loading and unloading — and all freight handling "should be over docks designed along the lines of the modern freight docks of the motor carriers."
- With modern freight handling facilities and up-to-date routing methods, "the rails could very well integrate mail and express handling with the LCL traffic via Flexi-Van or piggyback."

Mr. Phillips pointed out, however, that "in addition to piggyback the railroad needs the flexibility of the motor carrier to completely tailor a service to the needs of the shipping public. Complete flexibility can be achieved by use of trucks operating in substituted service or, where possible, in unrestricted trucking service of a trucking subsidiary.

"This trucking subsidiary should have its own management team and cooperate, but not be integrated, with the management of the parent company. This will allow the subsidiary to operate as a smaller, more flexible unit which should be better suited to cope with the activities of competitors."

MMTC's vice president isn't contending that substituted truck service is all that's needed to provide a complete shipper service. But he is urging full railroad use of the tools they have "until they're allowed full freedom to operate trucking services under the rules of the motor carrier act."

Opportunity, he warned, "can be easily wasted by deliberation and indecision. Opportunities that exist in this decade will have passed and be lost unless the momentary advantage is realized while it exists . . . The opportunity for the railroads to get back into LCL freight service on a profitable basis is now."

Piggyback—particularly Plan IV—also came in for searching appraisal from T. M. Caiazza, assistant vice president-traffic, of the Santa Fe. Its advantages, he noted, include the fixed loaded-or-empty charge, "one of the first times in transportation history that a 100% load factor is obtained through a published tariff." In addition, he said, Plan IV eliminates the need for railroad capital investment, eliminates expense for origin or destination services, and reduces the potential for damage claims.

From a railroad standpoint, Mr. Caiazza commented, "Plan IV looks like a good experiment. By publishing the rate under the circumstances attached to it, rail carriers have not cut or changed their general rate structure to any great extent. The experiment is proving very successful in spite of the investigation by the [Interstate Commerce] Commission, and it is one of the most potent weapons in meeting motor carrier competition."

Only Plan IV publication currently in use, he pointed out, involves transportation of flat car and two trailers furnished by the shipper for a charge of $924 per car, loaded or empty. The rate applies between Chicago and intermediate points and the Pacific Coast, carries an expiration date of June 15, 1960. The ICC is investigating, hearings have been held and "we are awaiting momentarily the final decision of the Commission."

Eldon Martin, vice president and general counsel of the Burlington, led off the piggyback discussion. He stressed the "great promise" held out by Plans III and IV as services by which the railroads "can show the American public what true economic transportation is."

Constantin Alimanestiano, of General American's piggyback division, hailed Plans III and IV as one reason for a 90% increase in piggyback carloadings over the first eight months of 1959. For the first time, he noted, "the economic benefits derived through piggyback operations are reflected in tariffs opened directly to the shippers. The importance of this move is the opening for the railroads of an entirely new avenue of business—the private shippers."

Mr. Alimanestiano saw another significant point: "That shippers not committed to any specific methods of transportation have switched in the last year to piggyback handling. The most important freight forwarders doing nation-wide business have decided in favor of piggyback, and this move is certainly determined by the economics of piggybacking." [As an example he cited figures developed in Railway Age's interview with Morris Forgash, president of U. S. Freight, RA, Jan. 26, p. 16].

In the future, Mr. Alimanestiano indicated, railroads may be able to cure two ailments—involving the rate structure and huge equipment investments—through adoption of piggyback techniques such as are made possible under Plan IV.

In the meantime, he commented, "every car manufacturer or railroad or shipper associated in any way with the piggyback operation is ready to admit there is a definite trend toward unitized transportation on specialized equipment."

$6 for Taxes; $1 for Sale

George Alpert, president of the New Haven, thinks a six-to-one ratio between tax and sale value of railroad property borders on the outrageous. Here's what he just told the New England Shippers Advisory Board.

"We closed down the Old Colony commuter branch. . . . The mayor of Boston said 'I'd like to take this South Station land and put up a free garage because people coming in by automobile have no place to park. So we'll buy the South Station land, most of the 31 acres, not all of it, for a garage.'

"I said: 'All right, mayor, I think that's a heck of a good idea. How much will you pay for it? It's assessed for $6 a foot. You assessed it.'

"He said: 'I'll give you $1 a foot.'

"It strikes me as very unusual. If for tax purposes we pay on the basis of $6, for sale purposes to the very same people who are assessing it, he says it's worth $1."

'Jumbo' Tank Cars Win Shipper Acceptance

Indications are that the "jumbo" tank car is gaining rapid and growing acceptance among shippers. One company which leases these cars estimates that there are in the neighborhood of 50 of these cars (up to 20,000-gal capacity) now in operation. This company adds that it is building additional "jumbo" tanks in anticipation of the developing demand.

Another lessor company has built about 20 of these cars—but believes that large-scale adoption of the "jumbo" tanks will not come along until a higher mileage rate is conceded.

Point-to-point rates at substantial reductions are being offered by railroads in all the rate territories. In the East, a formula sets forth standard reductions available on request below the regular rates applicable in smaller cars.

A car of 15,000-gal capacity pays 88.5% of the regular rate, graduating downward to 82.5% for a car of 20,000 gallons or more.

Milwaukee, Ishpeming Told To Drop Connecting Tracks

The ICC has ordered the Chicago, Milwaukee, St. Paul & Pacific and the Lake Superior & Ishpeming to discontinue using connecting tracks near Republic, Mich., which those roads built two years ago.

The order, by the Commission's Division 4, is based on findings that the connecting tracks, totaling some 3,750 ft in length, were constructed and are being operated in violation of Interstate Commerce Act provisions which require certificates for line extensions. The decision resulted from a complaint filed by the Duluth, South Shore & Atlantic.

Milwaukee and Ishpeming contended that the tracks were "switching tracks," and thus exempt from the certificate provisions. Shortly after making this answer to the complaint, however, the two roads filed applications for approval of the building and operation of the tracks—"if there were any doubt."

The Commission rejected the contention that the connections were merely "switching tracks," noting that their completion was followed by publication of tariffs making them parts of new joint Milwaukee-Ishpeming routes. Also, it dismissed the applications for approval of construction and operation.

The order directs the two roads "to cease and desist, and thereafter to abstain, in the absence of adequate authority therefore, from maintaining and operating the connecting and interchange tracks."

Editors Afield

Gardner C. Hudson, traffic and transportation editor, spent the week of Oct. 5 at New Orleans, attending the annual convention of the National Association of Shippers Advisory Boards (RA, Oct. 12, p. 28). Here are some sidelights on his trip, which included en route stops at Pensacola and Mobile.

•

Hottest moment of NASAB's meeting came just before its close, when George Shafer, GTM of Weyerhaeuser Industries, asked some pointed questions about circuitous routing, "free holding" time and deliberately slow service on carloads of lumber eastward from the Pacific Coast. What's more, he quoted chapter and verse on one lumber car which took 82 days to get across country; on others which traveled 3,000 miles around to move 200 ahead. The practices—now under review by the U. S. Supreme Court—supposedly benefit "roller car" operators, who ship a carload at a time; use the car as a "stop-and-go" warehouse to hold lumber in transit until it's sold. Weyerhaeuser says that's discriminatory; wastes precious car-days. Georgia-Pacific —whose GTM, Bill Cole, is new president of NASAB—says the same thing.

Erratic service of any kind has a direct bearing on car efficiency, according to members of NASAB's committee on that subject. If, they say, rail schedule between A and B is a dependable three days, shippers at A will consistently forward freight three days ahead of its needed arrival at B. But if performance is an erratic three to, say, eight days, they will ship eight days ahead—which means that up to five car-days may be lost on the movement.

Is there too much gobbledygook in traffic terminology? And is its use delaying the industrial traffic managers' constant search for increased stature and professional recognition? Answers to both questions may be "Yes," according to a couple of men at the NASAB meeting. Their idea: When a company executive asks his traffic man a question, the reply is too apt to be couched in technical terms which the executive may not understand. Result: The exec may conclude the TM is just a little guy trying to show off—or even one who's masking basic ignorance behind a barrage of high-falutin' language. It's not always easy, admittedly, to talk simply about what has become a highly complex subject, but it might be worth trying.

There's a new trend in industrial development, according to some GM&O industrial men. And they don't consider it particularly favorable to railroads. More and more companies, they say, are seeking for plant sites to serve limited areas—up to about a 200-mile radius, There's less interest, they think, in locating big plants for national or semi-national distribution. Regional plants mean less total transport, at least on outbound finished products; more small-lot, hurry-up shipments on an overnight basis. Hence, more opportunity for truck competition.

Private truck transport, the same men say, also has developed a new wrinkle—one that looks to be on the shady side of ethics, if not of law. Some private-carriers, it seems, now let their drivers (on what would otherwise be an empty return trip) carry merchandise bought and sold by the driver for his own account. His profit on the transaction is considered part of his compensation. One company, which private-trucks a manufactured commodity from the central South to Florida, has even equipped its vehicles with otherwise unneeded refrigeration equipment so drivers can haul loads of citrus fruits and vegetables back to the company's home base, under a phoney bill of sale which lists the goods as the driver's "own" property. Same procedure is said to be used in California, too.

If passenger service has to be abandoned, it's only common sense to get all the benefits you can. On that not particularly new theory, the Frisco has converted part of its one-time Pensacola passenger depot into an attractive and efficient city sales office for its freight traffic in naval stores, Naval Air Station supplies and paper mill business. It's saving the rent it paid for years in a commercial building only a few short blocks away.

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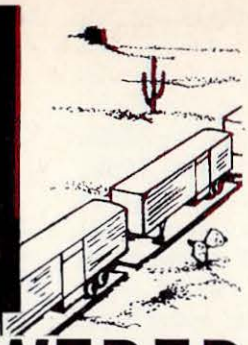

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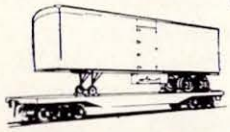

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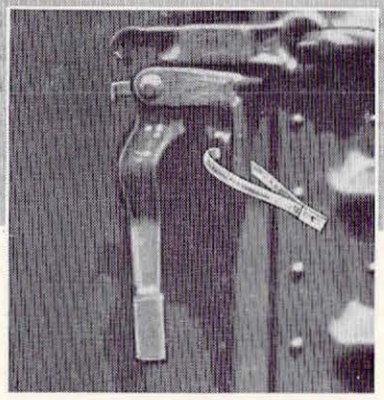

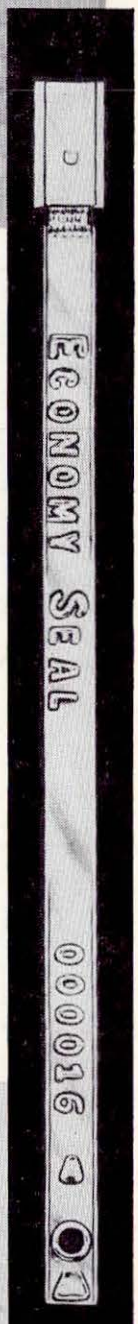

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You Ought To Know...

Burlington is offering $40 per share for all outstanding shares of Colorado & Southern common stock. The "Q" already owns more than 90% of C&S common, plus 15% of the first preferred and 72% of the second preferred. Common stock outstanding totals about 28,525 shares.

A scrap dealer has bought—at auction—the physical assets of the Chicago Tunnel Co. and subsidiary Chicago Tunnel Terminal Co. for $64,000. The purchase includes 82 small electric locomotives and 1,220 cars. At one time the under-street railway served 30 private customers and had connections with most railroads serving Chicago.

Pressure from the public, which is "sick and tired of costly, wasteful featherbedding," will be a key factor in the forthcoming "showdown" on railroad make-work practices, says the November issue of The Reader's Digest. The controversy is examined in a five-page article by Alfred Steinberg.

Abolition of Canada's reduced Crow's Nest Pass rates on export grain has been proposed by the Ontario Wheat Producers' Marketing Board. The Canadian Industrial Traffic League describes the action as "making agricultural history," in that it is the first time any farm organization has directly challenged the special rates.

The Milwaukee's industrial development has been stepped up with the opening of a 135-acre industrial district in Des Moines, Iowa, and a $2,250,000 plant expansion program in its 227-acre Franklin Park Industrial District near Chicago. The Franklin Park program, now in the planning stage, is being undertaken by four lumber and plywood companies.

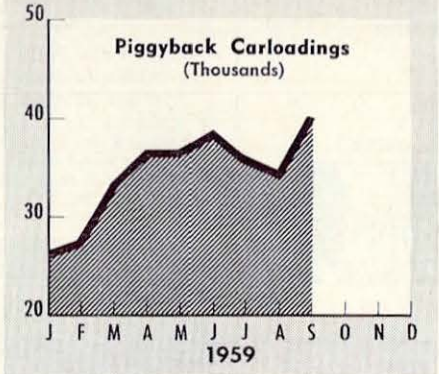
One-package transportation—BAR's goal for northern Maine—has been furthered by three recent developments. They are: (1) Agreement between the BAR, the Maine Central and the Boston & Maine on piggyback class rates between Boston and Aroostook county; (2) a break-bulk tariff effective at North Bangor on carload shipments to that point; and (3) an ICC examiner's recommendation that the BAR be authorized to provide motor vehicle service on interstate shipments between Houlton or Presque Isle and other Aroostook county points served by it.

A full line of class rates has been established by Canadian railways between stations in eastern Canada and all stations on the Pacific Great Eastern. Their establishment completes action initiated early in 1957 by the Canadian Industrial Traffic League.

Orders for General American's recently-introduced G-85 piggyback flat car (RA, Sept. 7, p. 14) total 420 units. According to Constantin Alimanestiano, of the GATX piggyback division, both railroads and shippers are represented on the order book.

"Approval for test" status has been withdrawn from six journal lubricating devices by the AAR Lubrication Committee. The six: Jeffers, Jour-Waste Pack, Armstrong Oiler, Cool-Pak, Albert and Optimum with welded locks (committee action does not apply to Optimum with insert locks for use in integral and pedestal type journal boxes).

...And Watch



New subway cars costing $237,400,000 are needed by the New York City Transit Authority, TA Chairman Charles L. Patterson has told the City Planning Commission. Included would be 1,160 cars for the IRT division and 800 for the BMT. He suggested three alternatives for paying for them: higher subway fares, new taxes or installment purchasing.

Six top purchases and stores officers will participate in the Railway Progress Institute's industry-outlook panel discussion, held in conjunction with the RPI annual meeting and dinner Nov. 19 in Chicago. The panelists: O. O. Albritton, vice president—P&S, Illinois Central; H. A. Berry, manager—P&S, Rock Island; E. A. Bromley, vice president—P&S, Canadian National; Owen Clarke, vice president, Chesapeake & Ohio; H. A. Lockhart, general purchasing agent, Baltimore & Ohio; and F. J. Steinberger, vice president and general purchasing agent, Santa Fe.

Steel shortages have forced Illinois Central to suspend production on its 1959 new-car program, with 1,000 cars still to go (500 40-ft, 6-in. box cars and 500 70-ton hopper cars). The road will try to retain as much of its new-car work force as possible in other jobs. Production to date this year at IC's Centralia, Ill., shops: 700 50-ft box cars, 100 bulkhead flat cars, 50 standard flat cars.

Government-guaranteed loans for the purchase of turbine-powered cargo airplanes would be authorized by legislation which Senator A. S. Mike Monroney plans to introduce in the next Congress. Tentative terms: 20% down payment, 10 years to pay off the guaranteed balance.

Six giant combination track and truck scales—said to be the largest lever scales ever made—are being fabricated by Howe Scale Co., Rutland, Vt., for installation at Ideal Cement Co. plants at Devil's Slide, Utah, and Trident, Mont. Each of the scales is 170 ft long, with a gross capacity, for railroad cars, of 150 tons.

HAYES A big concrete post is sometimes regarded as an ideal track end. But it is rigid and whatever strikes it is damaged. Type WP absorbs impact by shoving ties in the yielding ballast; the ties are displaced but nothing is damaged. Hayes Track Appliance Co., Richmond, Indiana

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Why So Wary, Mr. Allen?

When former Congressman John J. Allen, Jr., was named Undersecretary of Commerce for Transportation some four months ago, there were many who wondered just what his particular qualifications for that important assignment might be. Careful reading of the speech he made October 12 to the National Defense Transportation Association leaves this question still unanswered. We are bewildered, for example, by this paragraph from his address:

"The outlook for all forms of transportation is good. It is to be expected that any one of them can carry a major share of the traffic inherent in our growing industrial economy. We are in an era when choices are possible in the selection of transportation modes by shippers, and when choices are open to both private and public investors as to how transportation development shall proceed to match our general economic growth. It is an era of growing complexity in transport policy."

●

Some of the speech is clearer than the foregoing sample. Mr. Allen observed, for instance, that truckers had favored, and railroads had opposed, the government's colossal highway program—while railroads favored, and truckers opposed, greater freedom in rate-making for railroads. The Undersecretary called this a "paradoxical situation"—implying that the railroads' desire to get rid of some of their fetters was on a par with the truckers' eagerness to plunge their hands still more deeply into the taxpayers' pockets.

Suppose there are two long-distance runners jogging down the road—one carrying a 50-lb pack and the other none. And suppose the race officials come driving along and relieve the burdened runner of his pack, while they give the unburdened runner a lift in their car. Have they established equitable treatment of the two runners?

Fortunately for the country, the Undersecretary realizes that, as a policy-maker, he has a big job on his hands. He said:

"It is appropriate that the next phase of transport policy development be preceded by intensive study, for the responsibility of the public official and the legislator is great. With all forms of transportation in a stage of advanced development, the role of public policy can be decisive in the competitive struggle. Often this influence can be unfair, an essentially negative influence denying to the public the true economies of transport service or saddling upon the public the cost of unwise development . . ."

The task of policy-making requires more than mere recognition that a problem exists. It also requires some background of knowledge; and a slight admixture, at least, of courage. Seeing the economic need behind existing efforts to coordinate the operations of different methods of transportation—but, being, quite plainly, leery of the political opposition being drummed up against "common ownership"—the Undersecretary made this observation:

"It is our belief that the technology and use of integrated transportation have not yet reached the stage where the true role of common ownership can be assessed."

For decades in Europe the railways have operated highway transportation services—without putting independent truck operators out of business. The same is true in Canada. Experience in other countries with freedom of railroads to engage in other forms of transportation has yielded satisfactory results. What reason could there possibly be against giving the policy a trial, at least, in the USA?

Let's face the facts. There is one reason, and one alone, why we do not have integrated "department store" transportation in the United States. That reason is that holders of truck, plane and barge "certificates" just don't want the railroads as competitors. This prohibition has nothing to do with protecting the public interest—because surveys among shippers by this paper, and Railway Freight Traffic magazine, have shown that shippers predominantly favor railroad provision of other kinds of transportation service.

TRY AGAIN, MR. ALLEN: Optimists that we are, we just cannot believe that Mr. Allen is as vague and undecided in his judgments about the present crisis in transportation as this speech of his suggests. He must know a lot more than he lets on. He must know that transportation is in an awful mess—and that the primary cause is government's discriminatory and improvident intervention in the business. So far, the Eisenhower administration's record is pretty bleak—in constructive grappling with this situation. The country has the right to expect, soon, something more to the point than this speech of Mr. Allen's.

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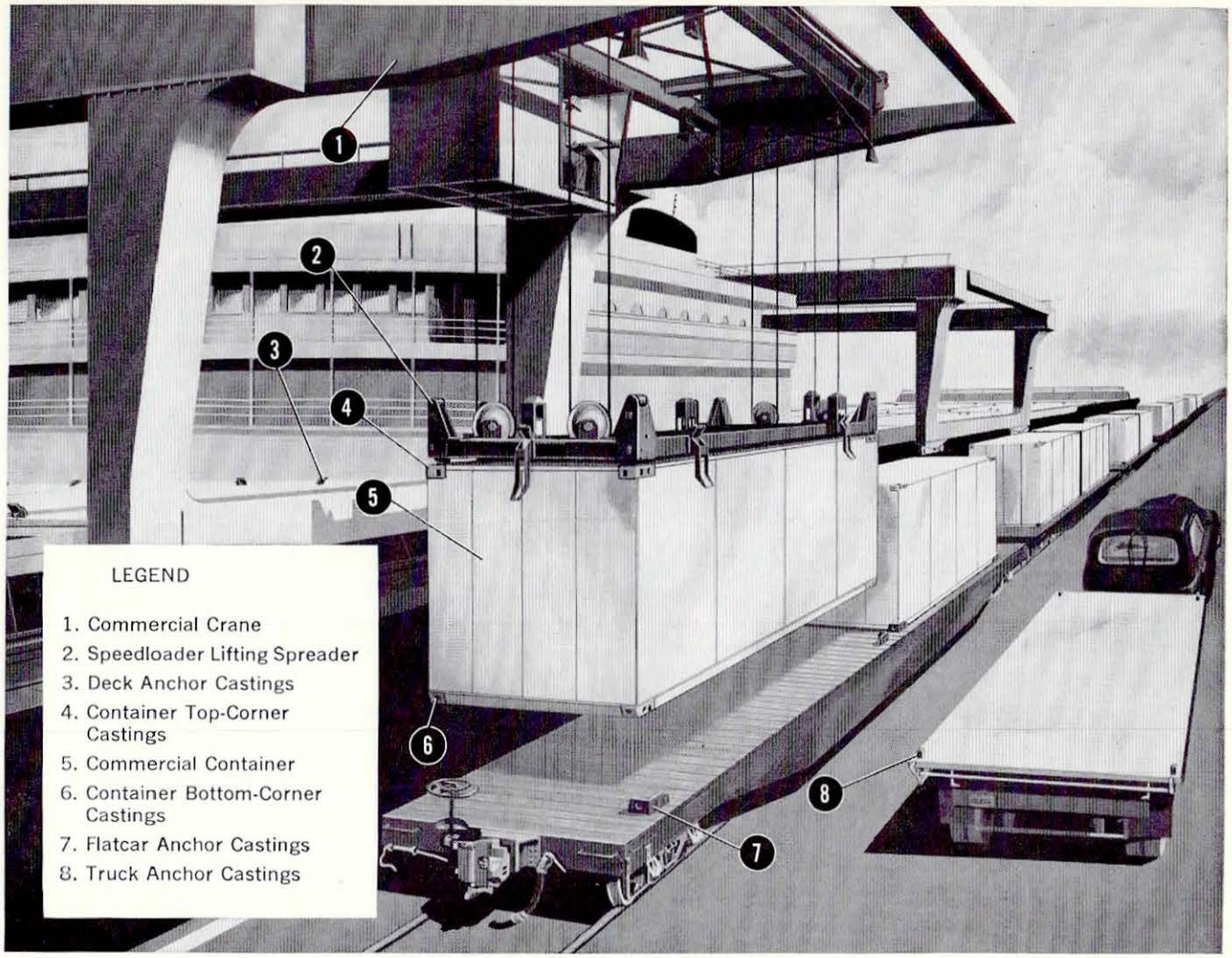

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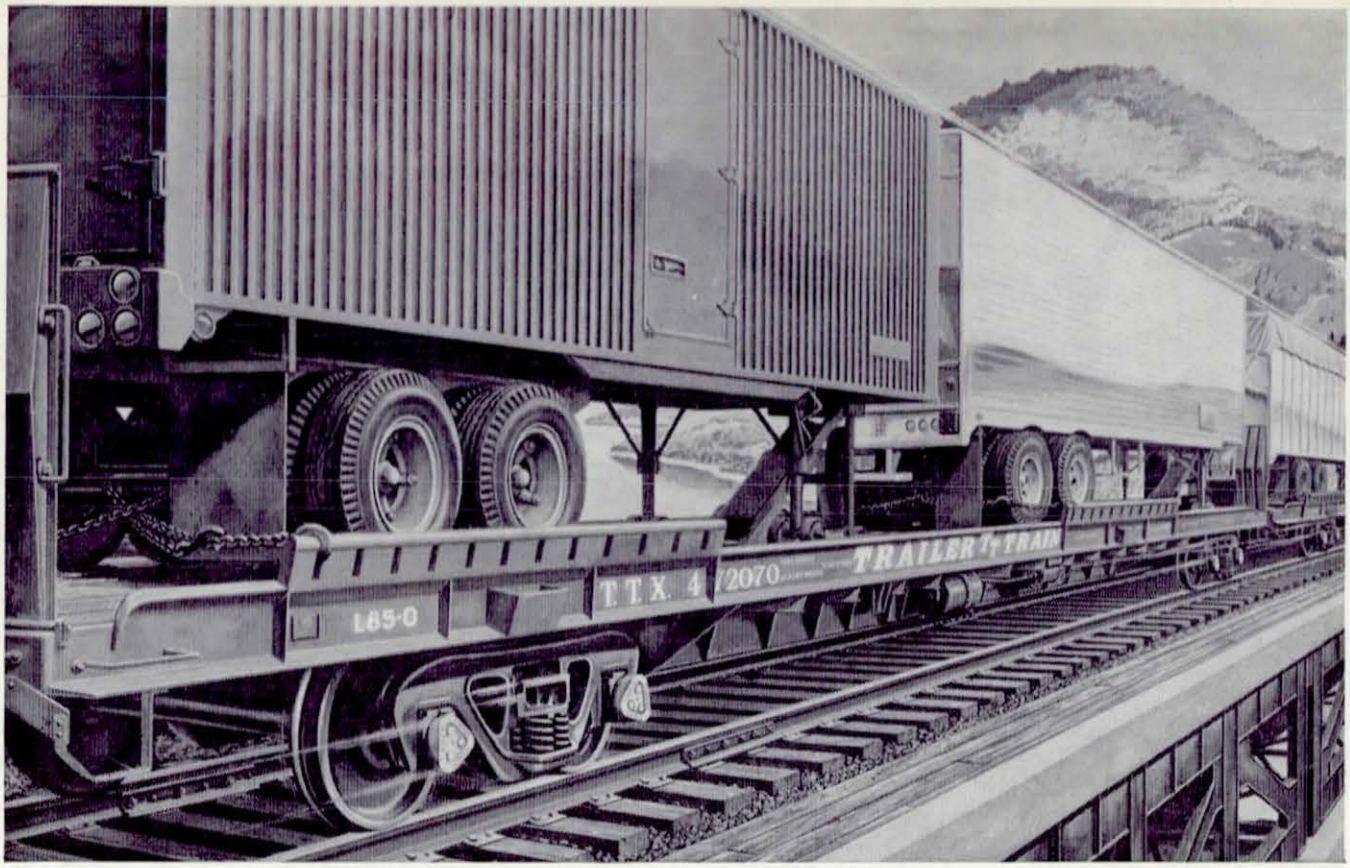

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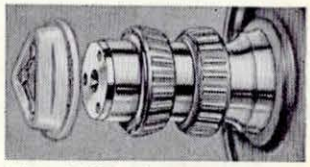

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